

The National Center for American Indian Enterprise Development NCAIED



"We Mean Business for American Indians"

NATIONAL CENTER FOR AMERICAN INDIAN ENTERPRISE DEVELOPMENT

- Mission
- Vision
- Summary
- Timeline
- Locations



Philosophy

Mission Statement: The National Center is American Indian National Organization Governed by a Native Board of Directors that Promotes and Advocates Commerce for Tribal and Private Native Businesses

Vision Statement: Committed to American Indian Self-Sufficiency by Leading Economic Development and Promoting Commerce in Indian Country



The National Center for American Indian Enterprise Development

NCAIED is the oldest and largest American Indian non-profit organization; specifically focused on Native economic business development for Indian Country.

"We Mean Business for American Indians"



NCAIED Timeline

1969- In Los Angeles, CA group of seven community leaders conceptualized a grass roots economic development organization named the Urban Indian Development Association (UIDA).

1970- "Council of Ten" was formed by Joe Angello of Bank of America, this was the forerunner to the current National Resource Center.

1988- UIDA was changed to the National Center for American Indian Enterprise Development (NCAIED).

1990- NCAIED moved it's headquarters to Mesa, AZ.

2000- UIDA Business Services established as a separate non-profit corporation and opens its office in Atlanta, GA.

2010- Restructuring the organization to work with Tribes, Native Business Entities and Native Americans.



Locations

Ten Offices Throughout the Nation

- Seattle, Washington
- El Monte, California
- Mesa, Arizona
- Albuquerque, New Mexico
- Window Rock, Arizona
- Ocean Springs, Mississippi
- Marietta, Georgia
- Herndon, Virginia
- Milwaukee, Wisconsin (new)
- TBA (new-Friday)



NATIONAL CENTER FOR AMERICAN INDIAN ENTERPRISE DEVELOPMENT SUMMARY OF SERVICES

- Business Enrichment
- Networking Opportunities
- Advocacy
- National Resource Council



Business Enrichment

Business Empowerment

- Micro enterprise
- Small business
- Government Procurement
- Tribal Strategic Relationships

Federal Programs

- Native American Business Enterprise Center
- American Indian Procurement Technical Assistance Program
- New Federal/National Center Partnership Announced Friday




Business Enrichment

Economic Development

- Assistance to tribes in new business ventures

Native American Global Trade Center

- Establish international trade with foreign entities
- Midwestern regional office of The National Center
- Sponsors UPS and Forest County Potawatomi Foundation
- Illinois, Indiana, Iowa, Michigan, Minnesota, North Dakota, Ohio, South Dakota, Wisconsin



Networking Opportunities

Native to Native (N2N) Membership Program

Reservation Economic Summit (RES)

Mandalay Bay	New Location
Estimated Attendance	5000
New/Retained Jobs:	6,855
New/Retained Business:	7,460
Economic Activity	\$650 million
Contracts:	\$657 million

Native American Procurement Conference (NAPC)

Indian Progress in Business Awards Banquet (INPRO)



Advocacy

Native American Policy

- Small Business Jobs Act 2010 (White House Bill Signing)
- HEARTH Act
- Carcieri Fix
- Buy Indian Act
- Native Federal Appropriations


Native Business and Economic Development Policy Agenda

Tribal Sovereignty and Capacity

- Building, and Job Creation
- Native Business Development and Best Practices
- Access to Capital
- Tax Improvement

National Resource Council

Presentations/ Outreach (NMSDC, Med Week, NIGA, NAFOA, NCAI)



National Resource Council

Comprised of 42 member corporation, 30 of whom are Fortune 500 Companies. They are dedicated to promoting business opportunities for American Indians and American Indian Tribes.

Sponsors Include:

- Oracle
- Raytheon
- Southern California Edison
- Southwest Gas
- The Boeing Company
- The Walt Disney Co.









NATIONAL CENTER FOR AMERICAN INDIAN ENTERPRISE DEVELOPMENT PERFORMANCE


- Fiscal Year 2009-2010 Performance
- Fiscal Year 2010-2011 Performance
- Five (5) Year Performance Goals
- Native Business Focus/Support



NCAIED Performance

Fiscal Year 2009-2010	Fiscal Year 2010-2011	Fiscal Year Five Year Projection
New Jobs: 473	New Jobs: 1296	New Jobs: 3,547
New Business: 259	New Business: 1367	New Business: 1,943
Economic Activity: \$39.3 million	Economic Activity: \$89.1 million	Economic Activity: \$299.1 million
Contracts: 893.3 million	Contracts: \$220.3 million	Contracts: \$715.4 million
Clients Served: 4,633	Clients Served: 5,967	Clients Served: 34,750

•Fiscal Year 2010-2011, NCAIED spent **\$590,000** supporting Native American owned businesses.
 •Fiscal Year 2010-2011, The National Center received **\$213,000** in sponsorships from Native American Tribes.
 •Our investment to the Native American business community is **double** the amount of Tribal sponsorships we receive. We invest in Indian Country!



RETURN ON INVESTMENT/ SUPPORT

- Return on Investment (ROI)
- Financial Support
- Performance Yields



Return On Investment

Creating Jobs and Businesses for Indian Country

Providing Direct Technical Support for your Tribally-owned business (National Center has secured \$244,000 to assist Arizona Tribal Business-CA NABEC)

Create procurement opportunities for your Native businesses (Teaming, government and prime contracts)

Opportunity to network with your qualified Native businesses

Support a National Native Economic Advocacy Platform

Creating a strong Native business network (NaN[®])

Opportunities with your Tribal nation to meet with key government, corporate, and investment partners.



How Can You Support the National Center?

Support National Center

- \$50,000= 50 Native American Jobs

Sponsor National Center Events (RES, INPRO, NABEC)

- \$50,000= \$4,582,500 Contracts

Support NCAIED/NABEC

- \$50,000 = \$4,536,000 Economic Activity

Support Native Economic Development

- \$50,000= 52 Native American Businesses



THE NATIONAL CENTER THANKS YOU FOR YOUR SUPPORT

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