

# The National Center for American Indian Enterprise Development



501 (c) 3  
Non Profit Organization



# **MISSION STATEMENT**

**Develop and expand an American Indian private sector which employs Indian labor, increases the number of viable tribal and individual Indian businesses, and positively impacts and involves reservation communities, by establishing business relationships between Indian enterprises and private industry**

# NCAIED at a Glance

- ★ 38 years in existence
- ★ 11 offices nationwide
- ★ 58 employees
- ★ 1,400 clients
- ★ Procure \$500M annually for clients
- ★ 9 Federal government coop agreements
- ★ Worked with 80% of tribes

# The National Center

11 Offices via NCAIED & Supporting Non Profits



# How does the National Center fulfill its mission?

- 1. Supply Management & Technical Assistance to Tribal & individually owned Indian businesses nationwide**
- 2. Serve as a “resource center” for native entrepreneurs**
- 3. Produce conferences, trade fairs & fundraising events that benefit Indian Country**
- 4. Advocate for American Indian, Alaska Native & Hawaiian Native business development**

# Service Delivery Components

- ❖ **Native American Business Enterprise Centers**
- ❖ **American Indian Procurement Technical Assistance Centers (AIPTAC)**
- ❖ **Management Consulting Services Division**
- ❖ **Native Edge web portal**

# The National Center

A GOOD RETURN ON  
INVESTMENT!

*\$3M* → *\$500M*



# How can my Organization be involved?

1. Attend NCAIED events
2. Provide financial support
3. Open doors for Indian suppliers
4. Conduct Indian business training sessions in conjunction with NCAIED
5. Act as a mentor for Indian businesses
6. Join our National Resource Council

# Events

- 1. RES- National Reservation Economic Summit (RES) Conference & American Indian Business Trade Fair**
- 2. Golf Tournament-Annual National Center Golf Classic Tournament**
- 3. FALA- First American Leadership Awards Banquet**
- 4. INPRO-Indian Progress in Business Awards Banquet**

# Financial Support Modes

- **Sponsor Events**
- **Program Support**
- **Unrestricted Funding**
- **Student Scholarships**
- **In Kind Contribution**

# NCAIED Supporters

- **Corporations**
- **Foundations**
- **Tribes**
- **Government Agencies**
- **Native Businesses**

# National Resource Council Members

- ★ **Altria Group Inc.**
- ★ **American Express**
- ★ **Arizona Public Service**
- ★ **AT&T**
- ★ **Bank of America**
- ★ **Chase Bank**
- ★ **Chevron**
- ★ **Cisco Systems, Inc.**
- ★ **The Coca-Cola Company**
- ★ **Coors Brewing Company**
- ★ **Fastenal**
- ★ **Federated Department Stores**
- ★ **Flintco**
- ★ **Hilton Hotels**

- ★ Home Depot
- ★ Honda of American Mfg., Inc.
- ★ IBM
- ★ KeyBank
- ★ Leviton Manufacturing
- ★ Lockheed Martin Aeronautics Co.
- ★ MGM MIRAGE
- ★ Nordstrom
- ★ NORTEL Government Solutions
- ★ Northrop Grumman Corp.
- ★ PCL Construction Service, Inc.
- ★ Raytheon Company
- ★ Salt River Project (SRP)

- ★ **Sempra Energy**
- ★ **Southern California Edison**
- ★ **Southwest Gas Corp.**
- ★ **The Boeing Company**
- ★ **Time Warner**
- ★ **Toyota Motor Sales, USA, Inc.**
- ★ **Turner Broadcasting System, Inc.**
- ★ **United Parcel Service**
- ★ **US Bank**
- ★ **Wal-Mart/Sam's Club**
- ★ **Walt Disney Company**
- ★ **Washington Mutual**
- ★ **Wells Fargo**

# Expectations of a Resource Council Member?

- 1. Participate in our quarterly National Resource Council meetings**
- 2. Contribute time and resources to development of the American Indian private sector**
- 3. Encourage the use of American Indian suppliers to your company and others in your industry**
- 4. Provide annual financial support**

# What's my ROI?

- ✚ Partnering with the only national non profit Indian specific business development organization in the country that is Indian community owned & operated
- ✚ Develop & bring qualified, capable Indian business as vendors, suppliers or contractors
- ✚ Help you reach your diversity, outreach &/or CRA goals
- ✚ Help develop & maintain mutually beneficial relationships between the Indian community and our council members
- ✚ Public recognition via speaking opportunities, newsletter highlights on positive council impacts in Indian Country, company name on letterhead & website
- ✚ Assistance in understanding Indian contracting incentives tribal governments & American Indian culture

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**We Mean Business for American Indians**