Table of Contents

3 A MESSAGE FROM OUR PRESIDENT
4 THE PAST IS PROLOGUE: CONTINUITY AND CHANGE AT THE NATIONAL CENTER
6 THE NATIONAL CENTER IS FOUNDED ON THREE PILLARS
8 BE THE CHANGE: HOW THE NATIONAL CENTER MOVES INDIAN COUNTRY FORWARD
10 THE PROGRAMS AT THE CORE OF THE NATIONAL CENTER’S WORK
12 HOW THE NATIONAL CENTER’S PROGRAMS IMPACT OUR COMMUNITY
13 THE NATIONAL CENTER RECOGNIZES VISIONARY LEADERS, ENTREPRENEURS, AND BUSINESSES
14 A RECORD-SETTING GATHERING AT RES 2022
15 NEIS BRING THE NATIONAL CENTER TO A COMMUNITY NEAR YOU
16 A GROWING NATIONAL FOOTPRINT
18 A HISTORICALLY STRONG YEAR FISCAL YEAR
20 OUR TALENTED TEAM
21 BOARD OF DIRECTORS
22 OUR GENEROUS SPONSORS

Creating Positive Change in Indian Country

Thank you for reading our 2022 Annual Report. Whether you are intimately involved in our 53-year-old organization or have only recently been introduced to it, I hope this report provides insight into how “We mean business” for Indian Country. This is my sixth year as president and CEO of The National Center for American Indian Enterprise Development, and I am thrilled about our work and how far we have come as an organization.

There is no way to describe 2022 other than incredible. From expanding our client base and partnerships, to launching new programs and focus areas, to strengthening our financial footing, to growing both the footprint and staff of The National Center, or scoring major policy wins in Washington, DC, there are almost too many highlights to count. We do our best to capture as much as we can in our 2022 Annual Report.

Though it may sound counterintuitive, 2022 was unique precisely because it started to feel normal again. After two years of living through a global pandemic that wreaked havoc on our communities, in 2022 in-person events were once again the norm rather than the exception.

We had the highest attendance at the Reservation Economic Summit (RES) in recent memory. Our clients and the organizations with which we work were able to plan for a post-pandemic future. Though we cannot ignore COVID-19 or let down our guard, 2022 showed that we are not just seeing light at the end of the tunnel; we are almost through it.

The theme at RES 2022—and indeed, the mission we carried throughout the year—was “Be the Change.” I implored attendees at RES and everyone associated with The National Center to not sit idly by while the world around us went through dizzying changes. It may sound cliché, but we must be the change we seek. “Be” is the shortest word in that phrase, but it is without question the most important.

Everything we do at The National Center is done with the purpose of enacting positive change in our businesses, our tribal and Native communities, and our country.

Thank you again for the opportunity to serve this incredible organization. I hope you enjoy our 2022 Annual Report.

The National Center is really the hub of the entrepreneurial ecosystem in Indian Country.

Casey Lozar
Vice President of the Federal Reserve Bank of Minneapolis and Director of the Center for Indian Country Development

Chris James
President and CEO

Thank you for reading our 2022 Annual Report. Whether you are intimately involved in our 53-year-old organization or have only recently been introduced to it, I hope this report provides insight into how “We mean business” for Indian Country. This is my sixth year as president and CEO of The National Center for American Indian Enterprise Development, and I am thrilled about our work and how far we have come as an organization.

There is no way to describe 2022 other than incredible. From expanding our client base and partnerships, to launching new programs and focus areas, to strengthening our financial footing, to growing both the footprint and staff of The National Center, or scoring major policy wins in Washington, DC, there are almost too many highlights to count. We do our best to capture as much as we can in our 2022 Annual Report.

Though it may sound counterintuitive, 2022 was unique precisely because it started to feel normal again. After two years of living through a global pandemic that wreaked havoc on our communities, in 2022 in-person events were once again the norm rather than the exception.

We had the highest attendance at the Reservation Economic Summit (RES) in recent memory. Our clients and the organizations with which we work were able to plan for a post-pandemic future. Though we cannot ignore COVID-19 or let down our guard, 2022 showed that we are not just seeing light at the end of the tunnel; we are almost through it.

The theme at RES 2022—and indeed, the mission we carried throughout the year—was “Be the Change.” I implored attendees at RES and everyone associated with The National Center to not sit idly by while the world around us went through dizzying changes. It may sound cliché, but we must be the change we seek. “Be” is the shortest word in that phrase, but it is without question the most important.

Thank you again for the opportunity to serve this incredible organization. I hope you enjoy our 2022 Annual Report.

The National Center is really the hub of the entrepreneurial ecosystem in Indian Country.

Casey Lozar
Vice President of the Federal Reserve Bank of Minneapolis and Director of the Center for Indian Country Development

Chris James
President and CEO
The Past is Prologue: Continuity and Change at The National Center

The National Center for American Indian Enterprise was founded in 1969 in Los Angeles and originally named the Urban Indian Development Association (UIDA). The seven leaders from the community who founded UIDA envisioned it as a grassroots economic development organization that would address some of the key issues facing their community.

53 years later, much has changed. The most obvious is the name—UIDA changed to The National Center for American Indian Enterprise Development in 1988. And of course, we moved southwest to Mesa, Arizona just two years later. We are also very much a national organization, with offices and employees across the United States.

RES began as a small annual luncheon in the 1980s to the largest gathering focused exclusively on economic development in Indian Country.

Though the name and location have changed, The National Center for American Indian Enterprise Development has remained true to its mission of improving the economic well-being of Native people and Native communities.

The National Center’s value can be found in the businesses and entrepreneurs we serve, partnerships we develop, and contracts we facilitate.

- 3,746 clients served
- $4 billion+ in contracts awarded to clients
- 9 offices
- 20 employees
- 228 sponsors, from the largest companies in the world to small tribal enterprises
- 500+ alumni in the Native American 40 Under 40 Program
- $8.7+ million in annual revenue
- 3,400 attendees at RES
- 221 attendees at our Native Edge Institutes (1,962 when accounting for the NEI at RES)

The numbers tell an unambiguous story: The National Center is a force for good across Indian Country.
The National Center is Founded on Three Pillars

Several years ago, during a strategic planning session, we developed three unique pillars on which The National Center is founded. Though our work is diverse and varied, everything we do falls into one of these three categories: supporting Native-owned businesses, leading the policy conversation in Washington, DC, and creating new opportunities, both at home and abroad.

As the go-to organization for Native business, The National Center for American Indian Enterprise Development continues to promote tribal entrepreneurship across the country, and with their new Exports Program, across the globe.

Jeff Barehand
Owner and CEO, Skybear Media

Bolstering and Growing Native-Owned Businesses

Our work is now focused on more than 1,100 clients that we serve, as well as the countless other businesses and entrepreneurs that benefit from our programming and expertise. No other organization in America is focused exclusively on tribally and Native-owned businesses; we take our mission seriously.

Whether through RES, the Native Edge Institutes, or our other programming, The National Center offers unsurpassed programming to Native and tribally owned businesses of all sizes.

Connecting countless businesses and entrepreneurs with new opportunities, accounting for more than $5 billion in contracts and 80,000 jobs over the last 20 years.

Opening doors for qualified Native suppliers to enter the supply chain of Fortune 1,000 companies, and fostering lasting and long-term relationships with these corporate titans.

Scoring Wins in Washington, DC

There have been incredible wins for Indian Country in Washington, DC over the last two years, with historic investments across our communities. These policy victories would not be possible without the concerted advocacy efforts of Native organizations, including The National Center.

Supporting and advocating for the passage of the bipartisan Infrastructure Investment and Jobs Act, which allocated a total of $13 billion for Indian Country for clean drinking water, high-speed internet, roads and bridges, and climate resiliency.

Opening a new office in Washington, DC through a partnership with CREATE/NC/Growth at the University of North Carolina-Chapel Hill, providing us an even greater foothold and presence in our nation’s capital.

Building stronger relationships with key members of Congress, the administration, and other federal officials who work in Native American, Alaska Native, and Native Hawaiian policy.

Leading on federal policy, including providing organizational support for legislation that will create an Office of Native American Affairs at the Small Business Administration and improve the Tribal Energy Loan Guarantee Program.

Opening New Opportunity—at Home and Abroad

One of the primary challenges that many Native and tribally owned businesses face is access to capital. The National Center serves as a connector between financial institutions and businesses that need the resources to take the next step. We also understand the importance of growing markets, both at home and abroad.

Establishing and Capitalizing Native Edge Finance, Inc., a Native community development financial institution (CDFI). Native Edge Finance will be an invaluable resource for tribes and Native-owned businesses that need the capital to make their business dreams a reality.

Through events like the Native Edge Institutes, B2B Matchmaking, and RES, The National Center bridges the gap between capital and those that need it. Providing the training and resources needed to expand markets overseas through our Minority Business Development Agency (MBDA) Arizona Export Center, as well as trade-specific programming at National Center events and unique partnerships with companies and organizations focused on international indigenous trade.
"Be the Change" was the theme for RES 2022. It reflected the tremendous change our community and our world have experienced over the last two years. A global pandemic. An awakening of the systemic challenges that our community faces. Discord in Washington reaching levels not seen in decades. Inflation rising to its highest levels since the 1980s.

The National Center didn’t run from change—we embraced it. You might wonder if an organization founded in the 1960s had become stale or averse to trying something new. Nothing could be further from the truth. The National Center is on stronger footing now than before the pandemic began, all because we sought to shape the change happening around us.

We continue to grow, with a new office in Washington, DC, and a permanent presence in Las Vegas. We have more staff to meet the needs of our clients. We are the first Native organization to operate a Minority Business Development Agency Export Center. Our Procurement Technical Assistance Center is expanding, and established a presence in Louisiana. We’ve grown our Native Edge Institutes program and provided a virtual option when in-person attendance wasn’t feasible. We’ve been on the forefront of legislative victories in Washington that have brought unprecedented investment in Indian Country.

The National Center has embraced change—and thrived.
The Programs at the Core of The National Center’s Work

“We mean business” through our programs and services, which continue to grow to meet the needs of our clients and the businesses and entrepreneurs that benefit from our work.

American Indian Procurement Technical Assistance Centers (AIPTAC)

With offices in five locations across the United States and funded in part through an agreement with the Defense Logistics Agency, our American Indian Procurement Technical Assistance Centers feature experts that have helped countless businesses get the certifications they need, connect them to private and government-sector supply chains, and obtain the business education and training needed to take their business to the next level.

Native Edge Finance—a Native American Community Development Financial Institution

The National Center continues to capitalize what will be our own community development financial institution, Native Edge Finance. Once financed and operational, Native Edge Finance will provide The National Center with a new way to support Native and tribally owned businesses directly.

The National Center-operated Arizona MBDA Export Center

In 2021, The National Center became the first Native organization to operate an MBDA Export Center. Now called the Arizona MBDA Export Center and based at our headquarters in Mesa, the partnership with MBDA provides us with an even greater focus on international trade. The Arizona MBDA Export Center has hosted several events, and conducts a regular “Trade Talks” webinar series that features subject-matter experts.

MBDA Business Center

Trade is not the only area in which The National Center is partnering with MBDA. In 2022, MBDA awarded the organization with a grant to establish a Business Center on the East Coast. MBDA Business Centers assist minority-owned firms seeking to penetrate new markets. The East Coast Business Center, located in The National Center’s Washington, DC office, opened in fall 2022.

Recognizing Current and Future Indian Country Leaders

One of the ways The National Center affects change is by recognizing and promoting the current and future leaders. The Native American 40 Under 40 Awards are now in their 12th year, and over 500 incredibly deserving young leaders have now been recognized through the program. We also recognize the individuals, tribes, and corporations that are leading Indian Country forward through our annual business awards.
How The National Center’s Programs Impact Our Community

The impact of The National Center’s programs can be felt in many ways—businesses served, contracts awarded, events hosted, connections made. See their impact for yourself:

**American Indian Procurement Technical Assistance Center**
- Signed up 127 new clients, for a total client base of 354 Native-owned businesses
- 354 active clients total
- Facilitated 1,065 government contracts, worth more than $630 million in total value

**MBDA Business Center**
- Worked with 178 new clients, totaling 572 client hours
- Secured nearly $900,000 in capital for clients
- Established a partnership with The Indian Gaming Association

**Native Edge Institutes and SBA 7(j)**
- Hosted 9 Native Edge Institutes across the country
- Welcome 300 attendees to the events, with hundreds more tuning in online
- Trained 176 unique businesses
- Profiled the incredible stories of 11 Native business owners or leaders moving the economy forward

**Nevada Outreach through SBA’s Office of Native American Affairs**
- Established partnerships with Nevada-based tribes and organizations, including the Intertribal Council of Nevada
- Eared nonprofit status in the State of Nevada
- Identified more than 1,700 potential clients out of the more than 3,400 attendees at RES

**Arizona MBDA Export Center**
- Total New Clients – 162 (Total Clients)
- Contract Awards Pipeline – $15M
- Events – 29

The National Center Recognizes Visionary Leaders, Entrepreneurs, and Businesses

Native Woman Business Owner of the Year Award: Twila True, Co-founder of True Family Enterprises
Tim Wapato Public Advocate of the Year Award: Linda Cooley, CEO, Mad River Brewing Company
American Indian Leadership Award: Mary Walks Over Ice, COO, Native American Development Center
American Indian Business of the Year: Redline Media Group
Corporate Advocate of the Year Award: Zoya Awan, Walmart
Tribal Gaming Visionary Award: San Manuel Band of Mission Indians
Congressional Achievement Award: U.S. Representative Teresa Leger Fernandez (NM)
A Record-Setting Gathering at RES 2022

More than 3,400 people gathered in Las Vegas for the 2022 Reservation Economic Summit—a record. More importantly, everyone at RES took something away that will help them on their business journey. Whether it was making new connections, hearing from fantastic speakers from U.S. Cabinet secretaries to legendary entertainer Wayne Newton, learning more about the present and future of Indian Country’s economy, or taking advantage of our incredible new setting at Caesars Palace, RES offered something for everyone.

NEIs Bring The National Center to a Community Near You

Our Native Edge Institutes program continued to grow in 2022. We returned to a primarily in-person format, providing attendees the opportunity to directly interact with speakers and presenters and these unique, one-day business training events. In fiscal year 2022, we hosted five NEIs taking place in nearly every corner of the country. Whether it’s access to capital, the latest in procurement rules and regulations, marketing, federal programs, or human resources, NEIs are a one-stop shop for both budding and established entrepreneurs to take their next step.

NEIs are made possible through the generous financial support and partnership of companies such as KeyBank Foundation, ArcticIT, and GovContract Pros in addition to federal partners in the Small Business Administration and Minority Business Development Agency. We hope to see you at an NEI in a city near you.

“This Native Edge Institute support is really acknowledging the effectiveness of the program and how they’ve implemented it. That’s what motivates support for our company. We have similar values, similar efforts, and are both accomplished in bringing financial solutions to the underserved.”

Mike Lettig
National executive and found of KeyBank’s Native American business unit.
The National Center is truly a national organization. We now boast nine permanent offices across eight states, including recent additions in Las Vegas and Washington, DC. Our Native Edge Institutes and other programming take us to every corner of the country, ensuring all Indian Country has access to the services and expertise our organization provides.

Check out where we were in 2022.

A Growing National Footprint

Office Locations
- Mesa, AZ (Headquarters)
- Washington, DC
- Las Vegas, NV

PTAC Offices:
- Marietta, GA (PTAC Headquarters)
- Liverpool, NY
- Albuquerque, NM
- Window Rock, AZ
- Denver, CO
- Marksville, LA

NEIs/Other Events
- Rapid City, SD
- Hollywood, FL
- Honolulu, HI
- Denver, CO
- Las Vegas, NV
Fiscal year 2022 was an incredibly strong financial year for the National Center. Fueled by hosting two successful Reservation Economic Summits in a single fiscal year, The National Center generated $8.78 million in revenue in 2022—a more than threefold increase from 2021. While RES 2021 occurring in FY2022 explains part of the windfall, it is not the entire story. Grants and other government funding increased by over $400,000 in FY2022. Ad sales for NC Magazine more than doubled. Total assets at the close of FY2022 were more than $1.3 million greater than at the close of FY2021.

Our organization begins 2023 on unprecedented financial footing, thanks to the work of our staff and the generosity of our sponsors and partners. Our financial strength opens new doors to advance Indian Country’s economy.

NOTE: The National Center’s fiscal year is July 1 – June 30.
Our Generous Sponsors Are Vital to Our Important Work

Alaska Airlines
Alaska Native Renewable Industries
All Native Group
Amatsockik Studios, LLC
Amazon Business
American Indian Alaska Native Tourism Association
American Indian Consulting Services (AICS)
American Indian Graduate Center
American Petroleum Institute
AMERIND
AMES 1, LLC
Anthem - Anargroup
Arcticom/Bering Straits Native Corporation
AZ MBDA Export Program, NCAIED
BAE Systems
Baker Tilly
Bank of America
Beam Paint and Colour Incorporated
Big Fire Law & Policy Group LLP
Big Grassy First Nation LP
Black Fox Strategy LLC
Blue Stone Strategy Partners
BOK Financial
Bold Concepts Inc.
Brunton Architects and Engineers
Bureau of Indian Affairs Division of Energy and Mineral Development
Buy Indian Medical
Caesars Entertainment
Calista Corp
Canadian Trade Commissioner Service
Carrollo Engineers Inc., Cayuse Native Solutions
Cedar Band Corporation
Chippewa Harvest LLC
Chugach Alaska Corporation
CKP Insurance
Clear Cloud Solutions, Inc.
Clearinghouse CDFI
Color Graphics
Comanche Construction, LLC
Command Holdings, A Pequot Company
Coushatta Tribe of Louisiana
Dari Begay Foundation for Excellence, Inc.
Daybreak Star Radio
Deshchina Communications
Dine Development Corporation
Dobyns Patterson Learning
Doyon Government Group
Doyon, Limited
DreamCatcher Hotels
DREAMCATCHER PROMOTIONS
DSGW Architects
DT-Trak Consulting, Inc
DWN Corp
Eastern Band of Cherokee Indians
Eighth Generation
Entertribe
EPCE
Ethel Branch Campaign
EXIM Bank
Federal Deposit Insurance Corporation (FDIC)
First American Petroleum / Cougar Den
First Peoples Worldwide
Flathead Group
Genentech
Global Industrial
Google
GovContractPros
Grand Canyon Resort Corporation
Greenfields Outdoor Fitness
Grey Snow Management Solutions
Guzman Energy
Heat Smart
Heritage Distilling Company, Inc.
Hill International
Ho-Chunk Capital
Ho-Chunk, Inc.
Holland & Knight
Home Depot
Hoopa Valley Tribe
Horrocks Engineers
Hunter Shelters
Indian Land Tenure Foundation
Indian Nations Conservation Alliance
Indigenous Health
Indigenous Pact
INMED at University of North Dakota
Inter-Tribal Council of Nevada
Intertribal Software Inc.
Island Mountain Development Group
IstomSnabber
JPMorgan Chase & Co.
Kaiser Metal Products
KeyBank Native American Financial Services (NABS)
KPM Radio Station
Kiva Capital Group
KlaeRobinson Q.E.D.
Knight Simon Ventures, LLC
Koahnic Broadcast Corporation
Koniag Government Services
Koryt
KRB Consulting LLC
Kyndryl
LACO Associates
Lincoln Financial Group
Lookhead Martin
M3
Maersk
Mayo Clinic
McCabe CPA and Consulting Group, LLC
McGraw Hill
MEDNET Labs
Meta
MG M Resort
Mid Star Lab, Inc.
Midas Inc.
MIDE Enterprises, LLC
Mutual of America
NANA Management Services
National Medical Imaging Clinic, Education & Research Centre
National Science Foundation
Native American Bank, N.A.
Native American Development Corporation
Native American Development Corporation Procurement Technical Assistance Center (NADP-PTAC)
Native American Women Warriors
Native Americans in Philanthropy
Native Art Market
Native Canadian Chip Corporation
Native Fitness.ORG
Native Health Advisors
Native Nations Institute, University of Arizona
Native Realities
Nawajo Nation Division of Economic Development
Nawajo Nation Shipping Centers, Incorporated
Nawajo Power
NEXT VOTING
Nex Perce Tribe - Nemipouy Energy
Nikke
NMS
Nico-Kayet Investments
Northern Wings
Northern Groupman Corporation
Office of Indian Economic Development
Office of the Comptroller of the Currency
Ogoki Learning Inc.
Opus Consulting
Palm Mortuary
Peguis Consultation & Special Projects Inc.
Perogym Media
Phoenix Wellbeing Circle
PilieroMazza PLLC
Pinnacle Bank/Meskwaki Nation
PNE Construction
Potawatomis Business Development Corporation
Prescott Resort & Conference Center
Procter & Gamble Company
Quarles & Brady
Raytheon Technologies
Red Lightning Couture
Redtail Accounting
RNT Professional Services, LLC
Rockefeller Equity
Rosebud Office Solutions
Rosetta, LLP
Rx Destroyer
Sacred Path/Tribal Border Alliance
Salesforce
Schwebe Williamson & Wyatt
SCTCA dba Tribal Print Source
Seal for Life Industries
Seka Hills
Seneca Promotions
Sister Sky Inc.
Skybeare Media
SmokeFire Media
Soaring Bird Solutions LLC
Sonoran Pueblo Contracting, LLC
Sovereign Nations Insurance
Sovereign Resiliency Partners
Spirit Healthcare Group
Sprint Drone Solutions
Square, Inc.
SwellGrass Trading Company
Talitha Hemp
Teton Trade Cloth
The Akana Group Inc.
The Artinger Institute
The Boeing Company
The National Center American Indian PTAC
Three Affiliated Tribes
Toof
Trans Technologies
Travis
Tribe Behavioral Health, LLC
Tribe Convenience Store Association
Tribe Health, LLC
Tribe Solutions Group
Tribe Tech, LLC
TRIFL
Turtle Mountain Hand Sanitizer Binni
Twelve Clans, Inc.
U.S. Department of Energy - Loan Programs Office
U.S. Department of Energy - Office of Indian Energy
U.S. Department of the Interior, OSDBU
U.S. Small Business Administration
United American Indian Involvement, Inc.
United States Postal Service
United States Securities and Exchange Commission
UNITY - United National Indian Tribal Youth, Inc.
UPS
U.S. Census Bureau
USDA Rural Development
USI Consulting Group
Van Ness Feldman LLP
Walidoff University
Walmart
War Chief Collection & Yakima Chief Hops
Washington State Department of Enterprise Services
Wells Technology, Inc.
Wenaha Group
Wild Horse Pass Development Authority
Xilayne LLC
Zona Verde Inc.