



NATIVE ENTREPRENEURS

*Creating Opportunities
in Our Communities*

CIMC LEADERSHIP TRAINING FOR ENTREPRENEURIAL / SMALL BUSINESS / ECONOMIC DEVELOPMENT

2018 Regions IX-X Tribal TNAF Technical Assistance Meeting
August 21-23, 2018 – Suquamish, Washington



California Indian Manpower Consortium, Inc.

Leadership Training for Entrepreneurial / Small Business / Economic Development

August 8, 2018



OUR PURPOSE

To provide leadership training to build healthy Native communities by building the skills of Native entrepreneurs to be profitable and sustainable in the larger context of Native culture and sovereignty.



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TRAINING FORMAT

Four Multi-Day Sessions in Different Locations in California

Class Size Limited to 30 Native Entrepreneurs

Allow Walk-Ins from the Local Native Community to Provide for Interchange of Ideas

200 Hours: 100 Hours of Classroom; 100 Hours of Homework

End Product: Business Plan to Leverage Resources, Financial and Otherwise to Start or Expand Business



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CURRICULUM

Analytical Skills (e.g. Feasibility/Market Analysis; Financial Projections)

Writing/Presentation Skills to Convince Decision-Makers, Financial Institutions, Funders, Buyers

Resources to Start and Grow Business (Technical Assistance, Financial)

Connections to Native Culture and Tribal Government

Native Entrepreneur Models (A Variety of Enterprises)

In Process Evaluation of Class Progress, Reality-Checks



FACULTY

**NATIVE
ENTREPRENEURS**

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Faculty Chosen for Their Outstanding Skills, Accomplishments and Their Contributions to Native Entrepreneurship -- One Featured in Entrepreneur Magazine as Conducting a Top U.S. Entrepreneur Program

Faculty Agrees to Deliver Course Work Interactively with Students and Remain Available by Email or Telephone for Follow-Up Consultation

Large Percent of Faculty are Native

Former Entrepreneur Students Also Serve as Faculty



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RECRUITMENT

Who should apply:

Have a Passion to Start a Business or want to Expand Existing Business

Have 200 Hours Available to Devote to Training

Motivated to Learn from Faculty and Peer Native Entrepreneurs

Native American Heritage

Endorsed by Tribal Government or CIMC Field Office Staff



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APPLICATION

Accepted Year-Round and Due Date for Next Training Series is usually in November

Process is Competitive

Application has Five Parts: Candidate Information; Self Assessment; Personal History; Purpose for Attending ; and Certification.

Attachment A: Media Release Information

Attachment B: Special Accommodation Request

Endorsement Letter from Tribe or Workforce Development Staff



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APPLICATION QUESTIONS

Describe your reasons for applying to the Training

Indicate the field in which you wish to start a business, your background and/or experience in this particular field, and your reasons for starting this type of business.

Describe the skills you expect to acquire and how the Training will enhance your ability to plan and manage a small business.

List prior training in which you have participated, focusing on entrepreneurship or economic development or in a related field during the past five years.



PROGRAM ACTIVITY

Once Selected, Workforce Development Eligibility is Determined.

If Eligible, Applicant is Enrolled in Entrepreneurial Activity.

If Ineligible, Applicant May Still Attend with Own Resources.

Supportive Services are Provided if Needed.



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GRADUATION

Must Submit Full Page Business Plan during Final Session

Present Summary of Business Plan before Peers and CIMC Staff

Graduation Dinner – Certificate of Completion, Gifts

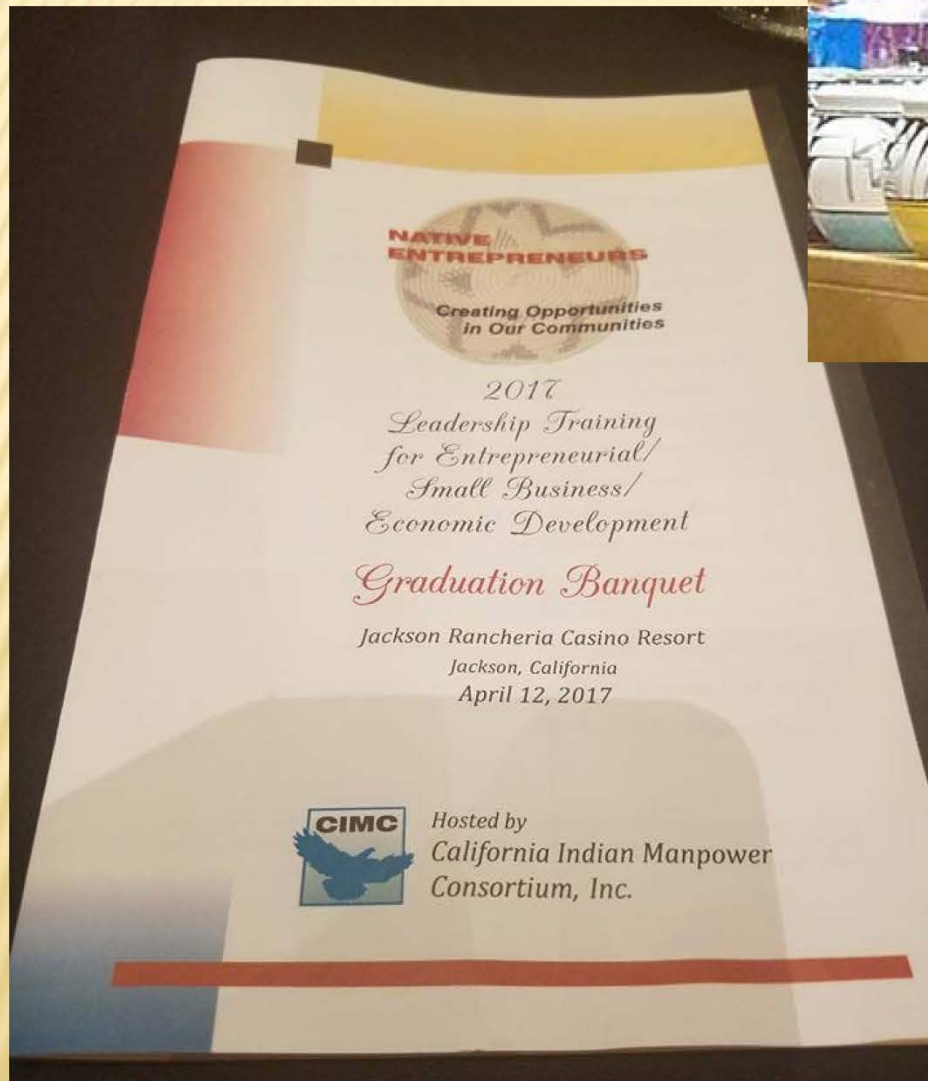
Business License = Common Measure



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**California Indian Manpower Consortium, Inc.
2018 Native Entrepreneur Training Program Graduates**



ALUMNI ACTIVITIES

500+ Native Entrepreneurs Received Training Since 2001 in 18 Classes

Ongoing Networking Among Native Entrepreneurs is Encouraged by Mailings, Emails, and Social Media.

**CIMC Native Entrepreneur Training Facebook Page:
www.facebook.com/CIMC-Native-Entrepreneur-Training-Program**

Some Classes Have Initiated Their Own Facebook Groups.

The Global and Local Marketplace is Constantly Changing; CIMC Sees On-going Contact and Information-Sharing with Native Entrepreneurs as an Important Activity.



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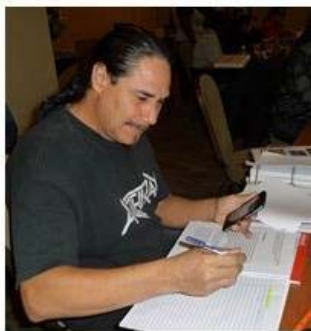


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CIMC Native Entrepreneur Training Program



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NATIVE ENTREPRENEURS: CREATING OPPORTUNITIES IN OUR COMMUNITIES



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