



**NATIVE
ENTREPRENEURS**

*Creating Opportunities
in Our Communities*

**2017 CIMC LEADERSHIP
TRAINING FOR ENTREPRENEURIAL /
SMALL BUSINESS / ECONOMIC DEVELOPMENT**



California Indian Manpower Consortium, Inc.

2017 Leadership Training for Entrepreneurial / Small Business / Economic Development

April 12, 2017





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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RECRUITMENT

Recommended by Tribal Government and CIMC Field Staff.

ELIGIBILITY:

- ✘ Either Own a Business and Want to Expand It, or Have a Passion to Start a Business
- ✘ Have 200 Hours Available to Devote to Training
- ✘ Motivated to Learn from Faculty and Peer Native Entrepreneurs
- ✘ Native American Heritage



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Angelica Smith

Manchester Band of Pomo Indians



CALIFORNIA NATIVE DESIGN (CLOTHING)



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Audrina Harrison

lone Band of Miwok Indians



**FREEBIRD'S
FRYBREAD**



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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





Bobbi Lowe

Tejon Indian Tribe



**GETTING BETTER
@ DOING GOOD
(FEDERAL GRANTS SERVICE)**



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Veronica
Veronica Garcia
Cozacoan, Bunsen Carmel
Tribe
Creating Opportunities
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Vi

Joseph

Beniakem Cromwell

Robinson Rancheria Band of Pomo Indians



CARD CZAR COLLECTIBLES



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Cynthia Leal

Pala Band of Mission Indians



NATIVE ORGANIC ROOTS & HERBS (NATURAL HEALTH)



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Darrell Ford

Coyote Valley Band of Pomo Indians



**IMAGINATIVE
CUSTOM
CREATIONS
(CLOTHING)**



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Eva Pecore

Menominee Indian Tribe of Wisconsin



SYNERGY SOAPS AND SALVES



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Isaac Mathews

Sherwood Valley Band of Pomo Indians



AMERICAN RIVER HOME INSPECTIONS



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Ischell Wolfin

Pit River Tribe



CHRIS DADDY'S KITCHEN



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Judy Gonzales

Costanoan Rumsen Carmel Tribe



**CERRIZ ONE
STOP REALTY
SHOP**



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Kathleen Chandler

Bishop Paiute Tribe



HEAVEN SENT THERAPEUTIC BODY MASSAGE



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Raven Roberts

Prairie Band Potawatomi Nation



NATIVE PLANTS (CAFÉ / CREATIVE ARTS)



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Vania Garcia

Mesa Grande Band of Mission Indians



VA-NIA'S VISIONS (BEAUTY)



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Veronica Garcia

Costanoan Rumsen Carmel Tribe



VERONICA'S BUSINESS SERVICES



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Viola Sullivan

Mechoopda Indian Tribe of Chico Rancheria



JAKE AND VI'S AUTO REPAIR



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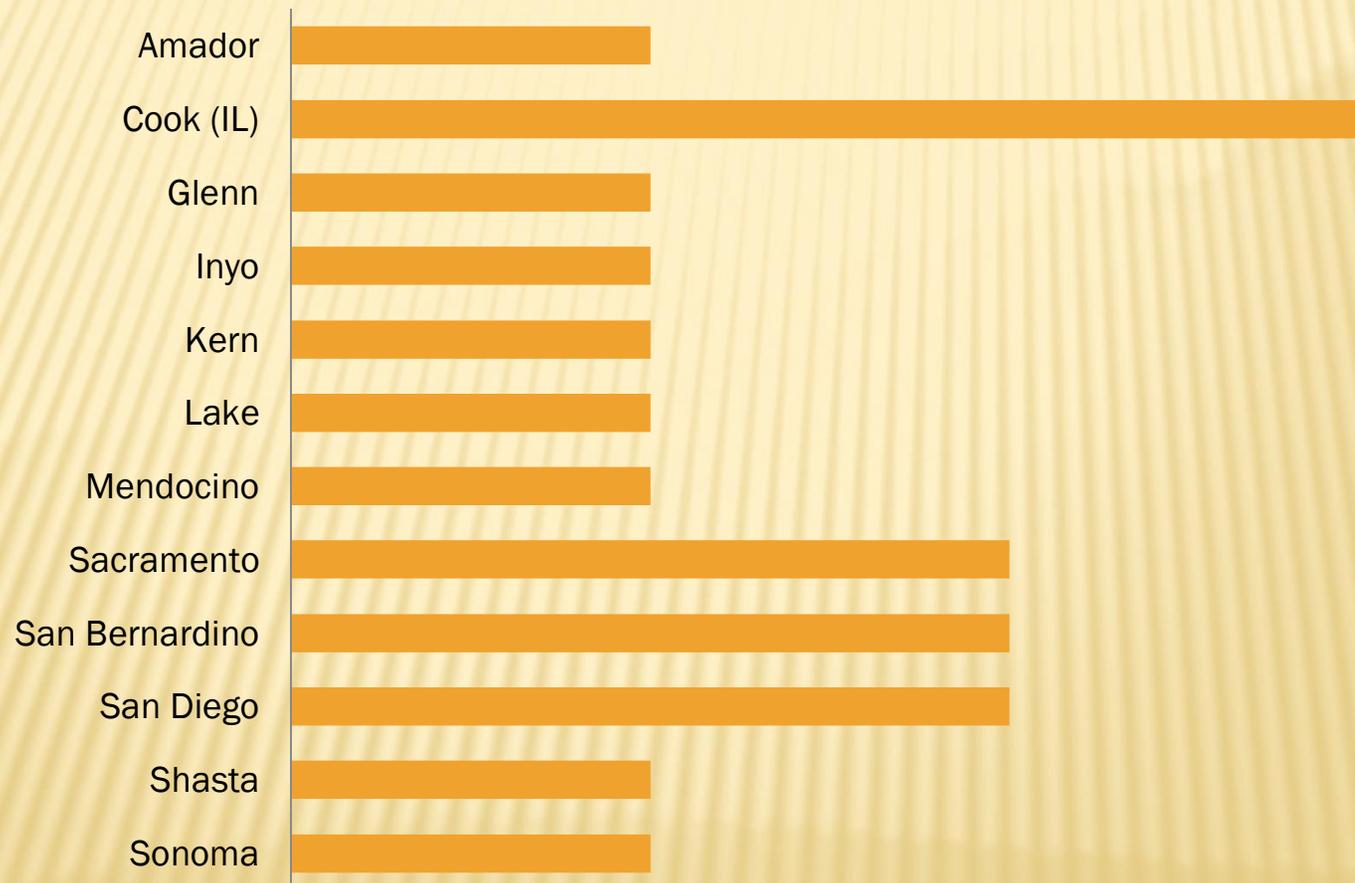
Welcome to the
2017 Leadership Training for
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PLEASE SIGN IN



California Indian Manpower Consortium, Inc.

COUNTIES WHERE STUDENTS LIVE



Winona Machado

Kickapoo Tribe of Kansas



EB CONNECTOR PLUG (CONSTRUCTION)



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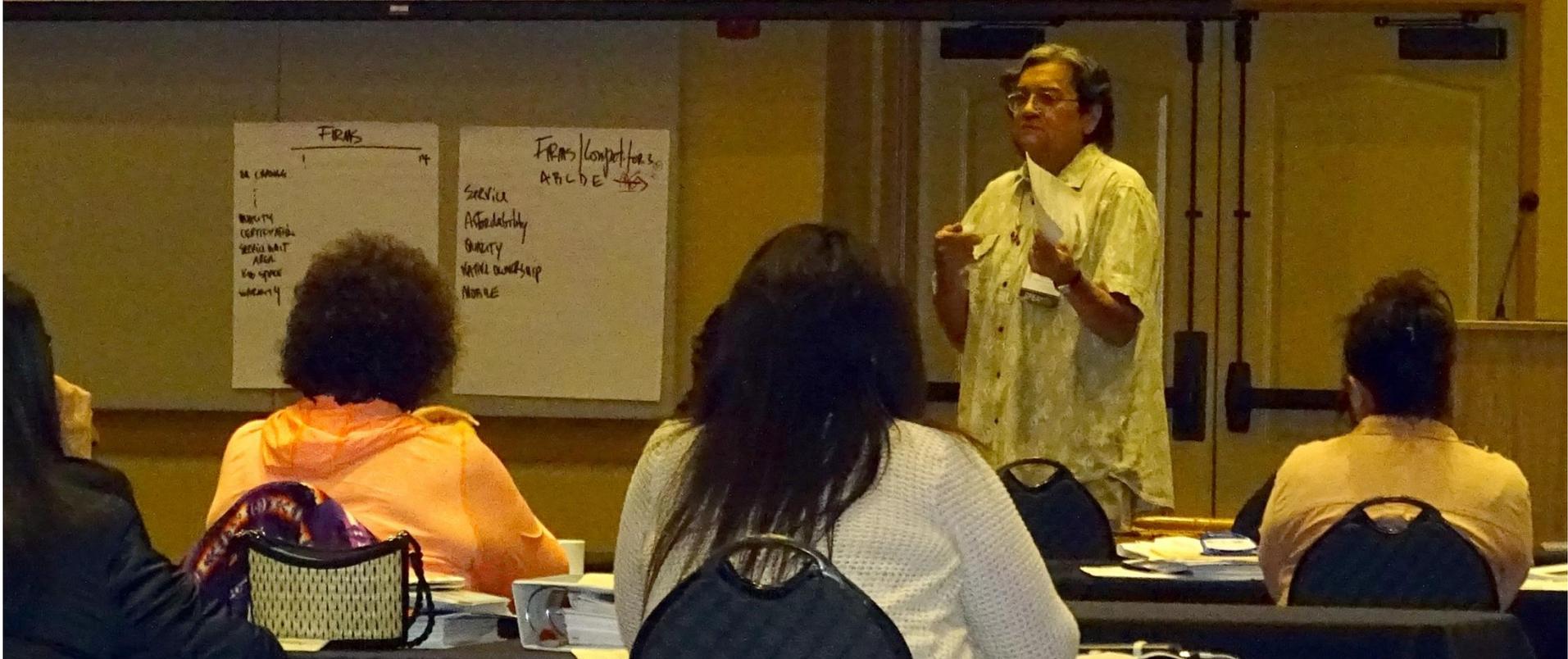
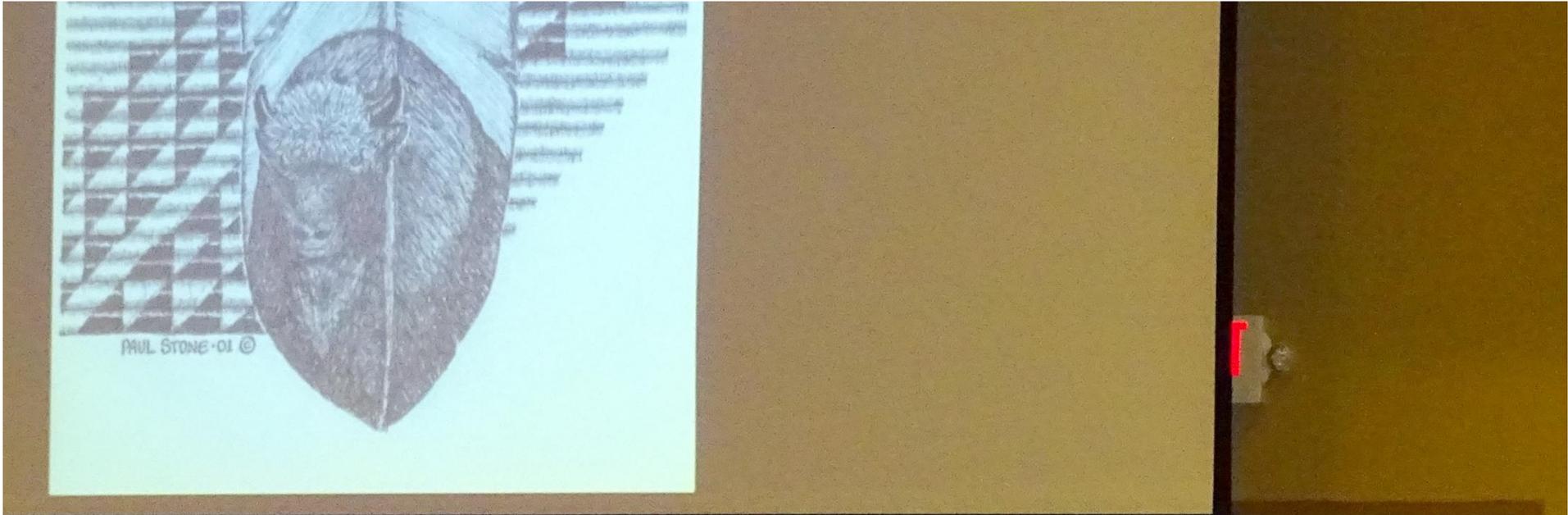
FACULTY

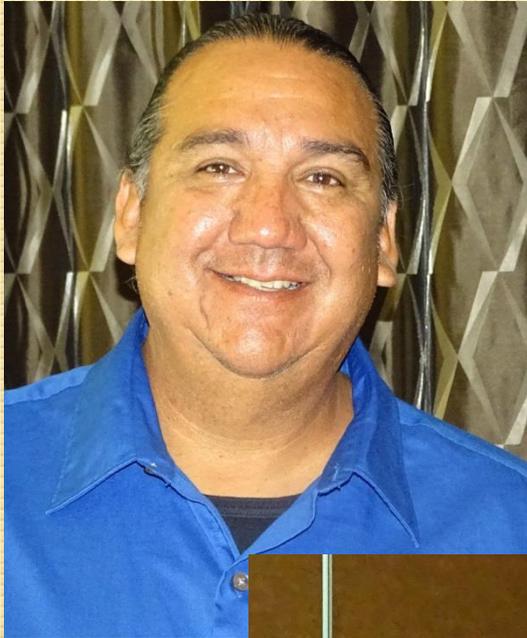
- ✘ Faculty Chosen for Their Outstanding Skills, Accomplishments and Their Contributions to Native Entrepreneurship – One Featured in Entrepreneur Magazine as Conducting a Top U.S. Entrepreneur Program
- ✘ Faculty Agrees to Deliver Course Work Interactively with Students and Remain Available by Email or Telephone for Follow-Up Consultation
- ✘ Large Percent of Faculty are Native
- ✘ Former Entrepreneur Students Also Serve as Faculty











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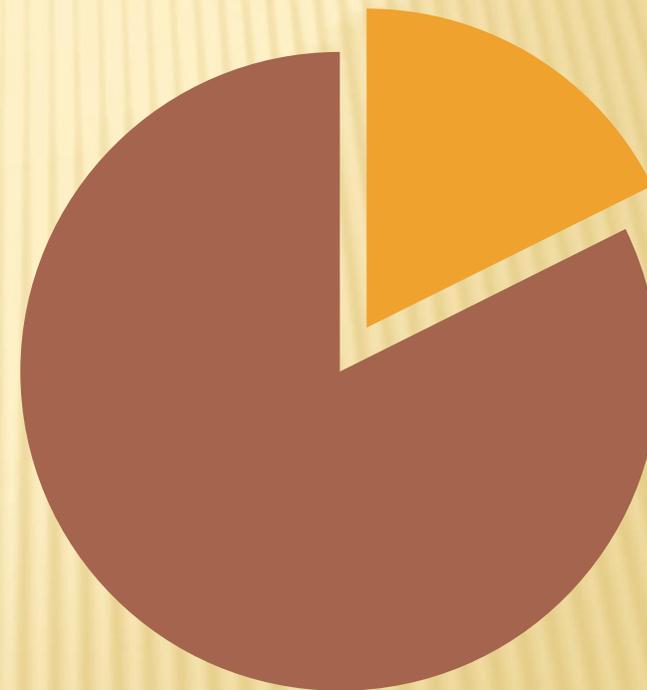
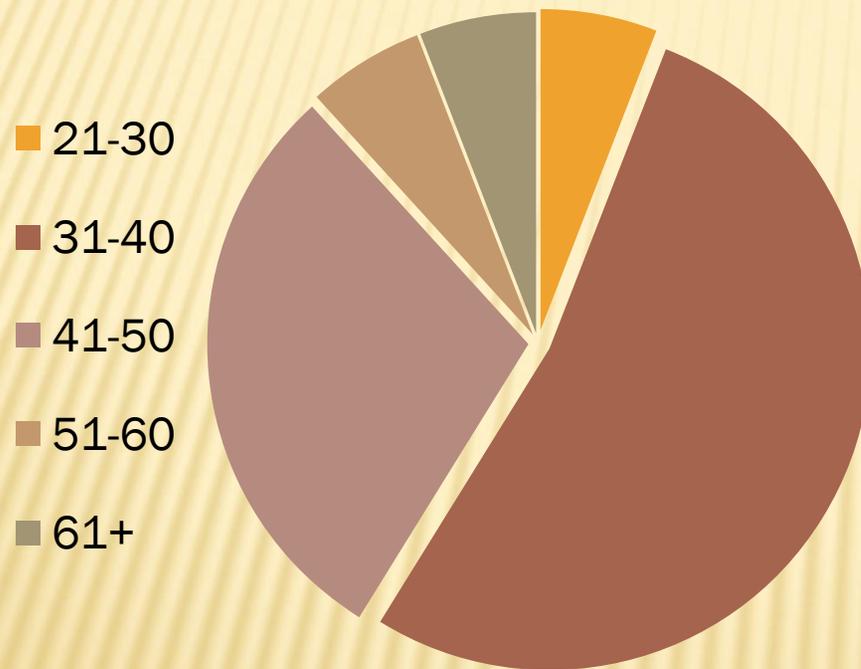
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California Indian Manpower Consortium, Inc. 2017 Native Entrepreneur Training Program Graduates



STUDENT AGE & GENDER



Male Female





ALUMNI ACTIVITIES

- ✘ 400+ Native Entrepreneurs Received Training Since 2001.
- ✘ Ongoing Networking Among Native Entrepreneurs is Encouraged by Mailings and Emails.
- ✘ 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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CIMC Native Entrepreneur Training Program



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NATIVE ENTREPRENEURS: CREATING OPPORTUNITIES IN OUR COMMUNITIES



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