



**NATIVE  
ENTREPRENEURS**

*Creating Opportunities  
in Our Communities*

**2018 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



California Indian Manpower Consortium, Inc.

## NATIVE ENTREPRENEUR TRAINING PROGRAM

# Apply Today!

**Application Due Date: November 20, 2017**

The CIMC Leadership Training for Entrepreneurial / Small Business / Economic Development is a comprehensive course provided to tribal members/employees through a series of workshops held in different geographic areas throughout California. The training is held in four sessions (2-3 days each month for four consecutive months). Participants must commit to attending all four sessions.

### Who Should Apply:

- Highly motivated Native individuals who want to start a business
- Native business owners who want to expand their existing business

### Entrepreneur Training Candidate Requirements

Endorsement by Tribe\* of which applicant is a member or employee (A sample endorsement letter is included in Candidate Application Kit.)

#### OR

Referral by the CIMC Workforce Development Program as a program participant (Visit [www.cimcinc.org](http://www.cimcinc.org) for information on the CIMC Workforce Development Program.)

#### AND

- American Indian heritage (verifiable)
- 21 years of age or older

\*or other Native organization, if needed

**This application process is competitive and applications must be complete to be considered. Class size is limited.**

*Applicants selected to receive training must agree to participate in the CIMC Workforce Development Program intake/eligibility process and attend all four sessions.*



**California Indian Manpower Consortium, Inc.**

738 North Market Boulevard  
Sacramento, California 95834

(916) 920-0285 | (800) 640-CIMC (2462)

Fax: 916 641-6338 | TTY: (800) 748-5259

[www.cimcinc.com](http://www.cimcinc.com)



**450+ Native Entrepreneurs have already learned how to develop a business plan**

to start a business or expand their existing business.

**You** will have the opportunity to learn essential business concepts including:

- marketing
- day-to-day operations
- financial management
- human resource management

### 2018 Training Dates

January 23-25, 2018

February 21-22, 2018

March 20-22, 2018

April 24-25, 2018

Applications are available online or by calling CIMC at (800) 640-2462. | Due November 20, 2017

CIMC is an equal opportunity employer/program. Auxiliary aids and services to individuals with disabilities are available upon request. Funding provided by the U.S. Department of Labor.



# 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





# Andrew Pittman

*Los Coyotes Band of Cahuilla & Cupeño Indians*

# Lisset Valencia-Pittman

*Employee of Los Coyotes Band of Cahuilla & Cupeño Indians*



## TEN FEATHERS DIGITAL MEDIA & VIDEO PRODUCTION STUDIO



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# Talisha Barriga

*Sherwood Valley Band of Pomo Indians*



## TUTTI FRITTI SMOOTHIE SHOP



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# Angel Starr and Josee Starr

*Three Affiliated Tribes*



**FOX STARR  
DESIGNS  
(FASHION)**



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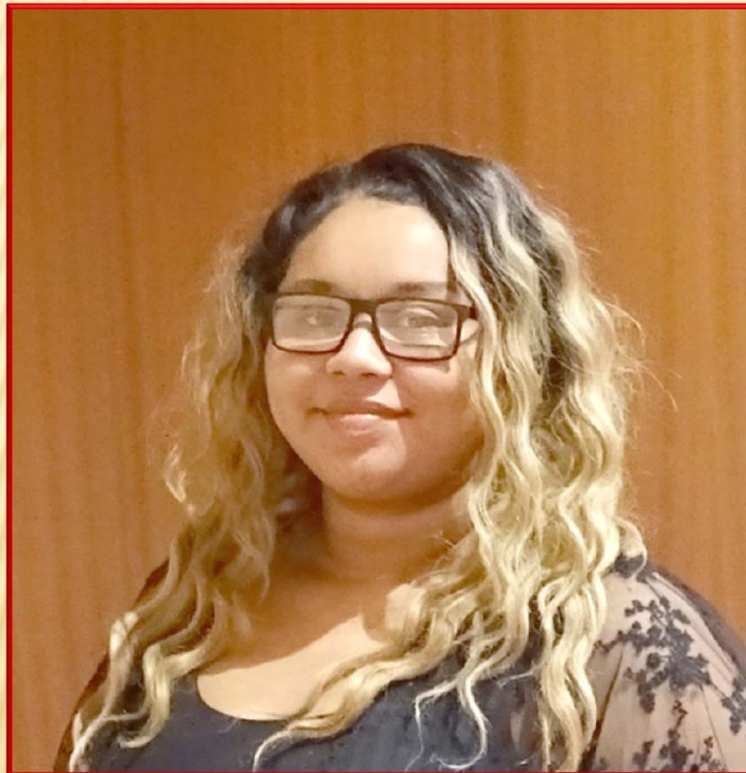
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April 25, 2018



# Autumn Caesar-Walker

*United Auburn Indian Community*



**DEVO'S  
ELECTRIC  
DONUTS**



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# *Awahusu Spoonhunter*

*Northern Arapaho Tribe*



**AUTO  
RECYCLING  
CENTER**



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# Cheryl Grawe

Kiowa Tribe



## THE LEGION (BAR & GRILL)



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# Rowena Elliott

*Manzanita Band of the Kumeyaay Nation*



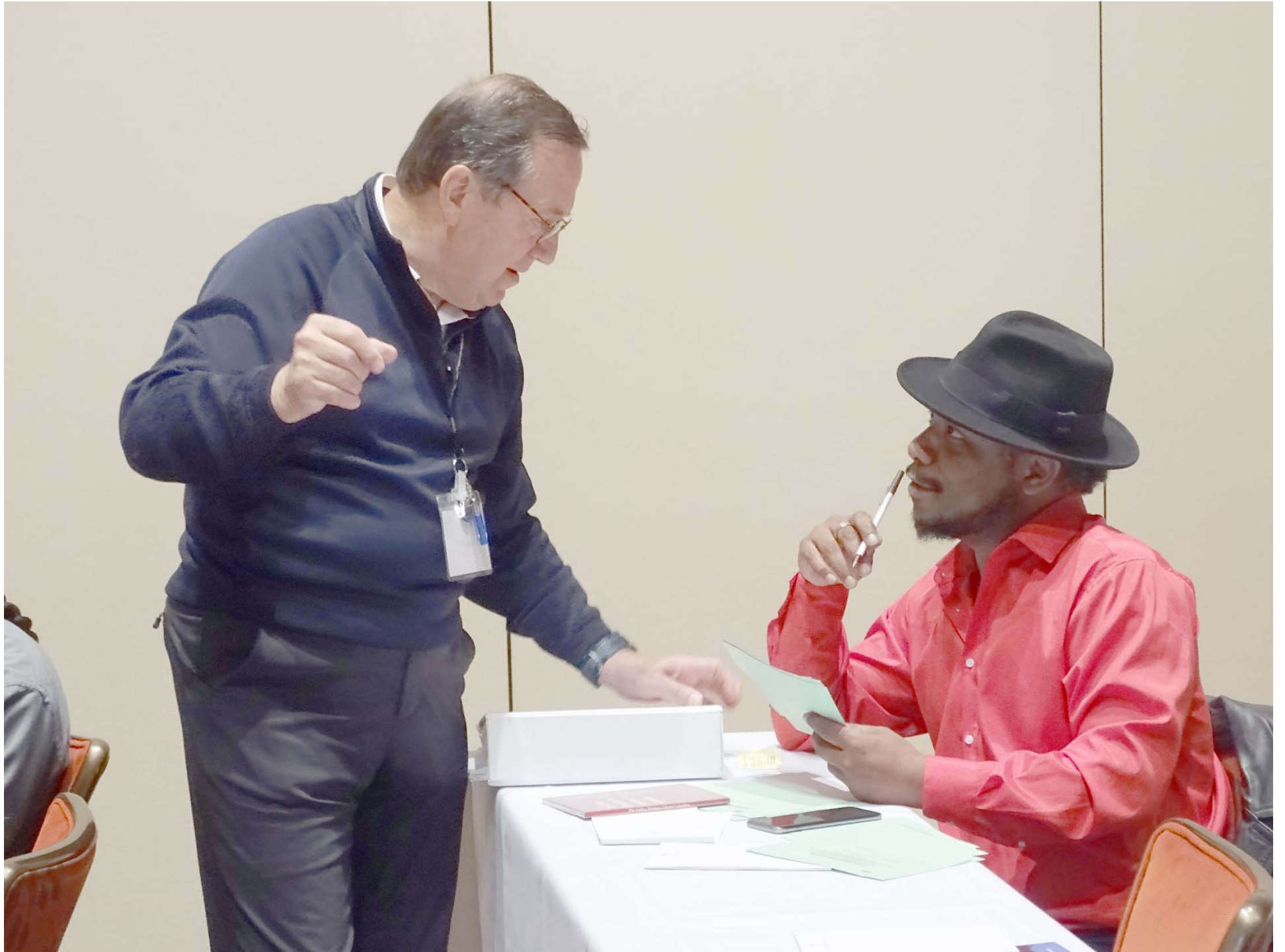
## HAPPY FEET REFLEXOLOGY (HEALING ARTS)



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# John Gonzalez

California Valley Miwok Tribe



## MEWUK TIRE COMPANY



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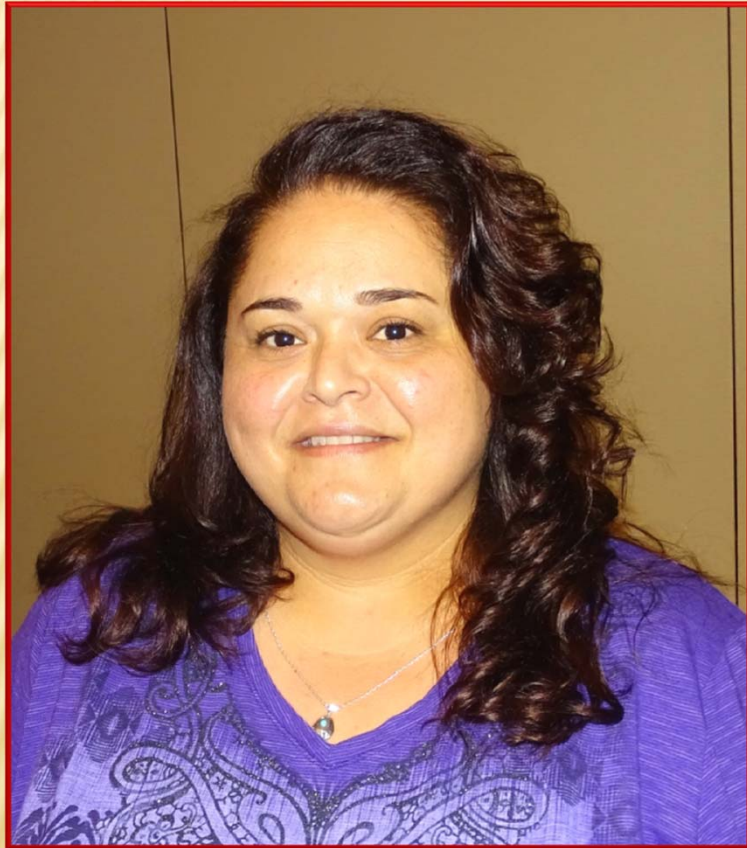
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# Christina Vasquez

Yuki Tribe



## DOUGH...N'STUFF (RESTAURANT/BAKERY)



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# Connie McCamy

Karuk Tribe



## CONNIE'S CUSTOM CREATIONS (ENGRAVING / CUTTING)



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**Gerald Arnett**

*Fort Bidwell Indian Community*

**Sylvia Rodriguez**

*Standing Rock Sioux Tribe*



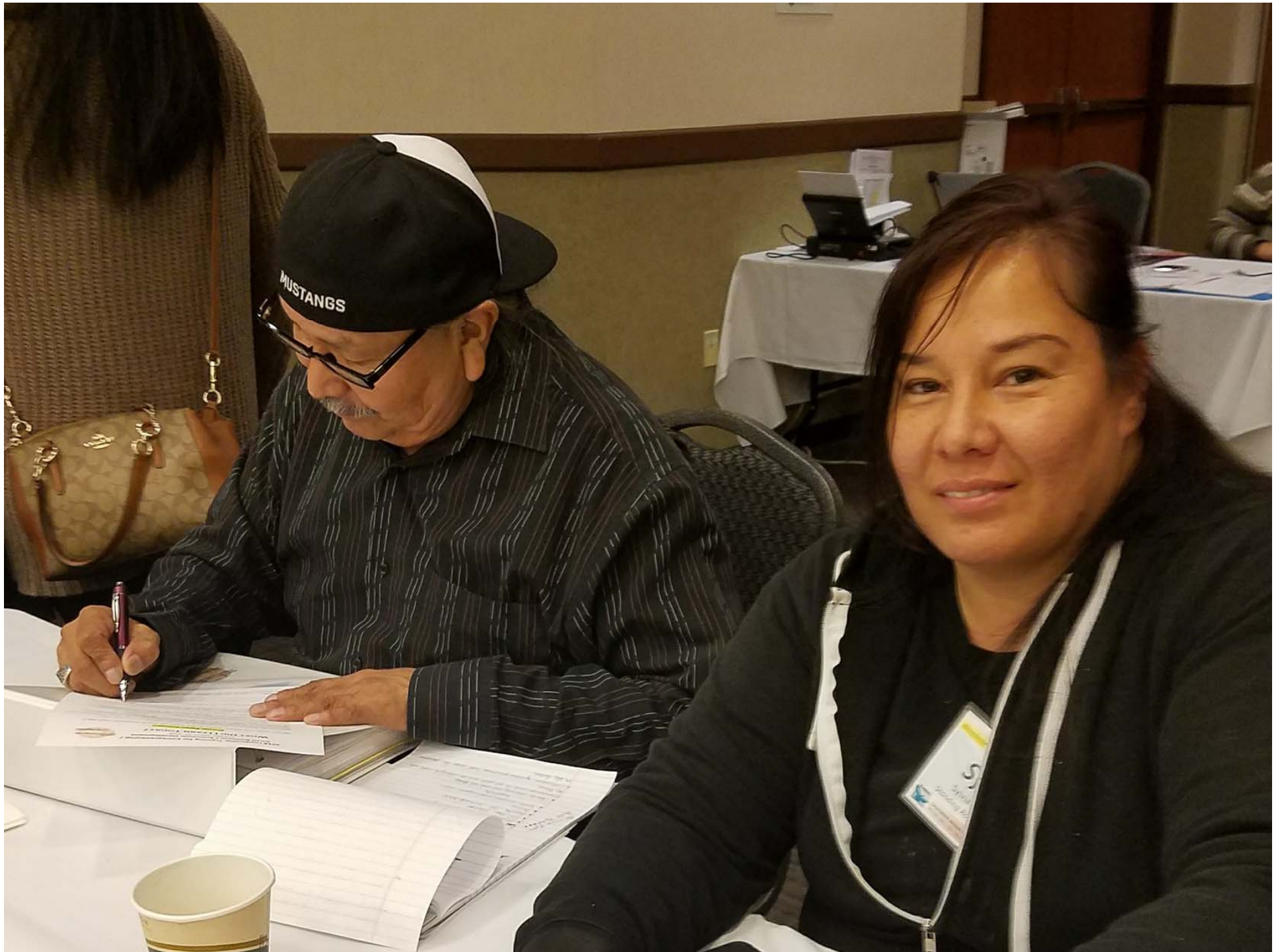
**INDIGENOUS  
PEOPLES  
ADJUSTMENT  
PROGRAM  
(AFTERCARE/  
RECOVERY)**



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# Ronald Angel

*Agua Caliente Band of Mission Indians*



**R.W. ANGEL**  
**CONSTRUCTION**



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# Jessica Pamonicutt

*Menominee Indian Tribe of Wisconsin*



## KETAPANEN KITCHEN (MOBILE FOOD SERVICE)



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# Jessica Roy and Terry Roy

*Ojibway – M'Chigeeng First Nation*



**JE LEXIS  
DECORATING  
(INDUSTRIAL  
PAINTING)**



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# Nelson Randolph, Jr.

Karuk Tribe



## AKAH APPAREL



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# Paulette Apple

Oglala Sioux Tribe



**ALL TRIBES  
THE PEOPLE  
(NONPROFIT)**



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# Jordan Clark

*North Fork Rancheria of Mono Indians*



**THE  
BUTTERCREAM  
QUEEN  
(BAKERY)**



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# Isaiah Meders

*Mechoopda Indian Tribe*



**IM DANCE  
HAPPY**

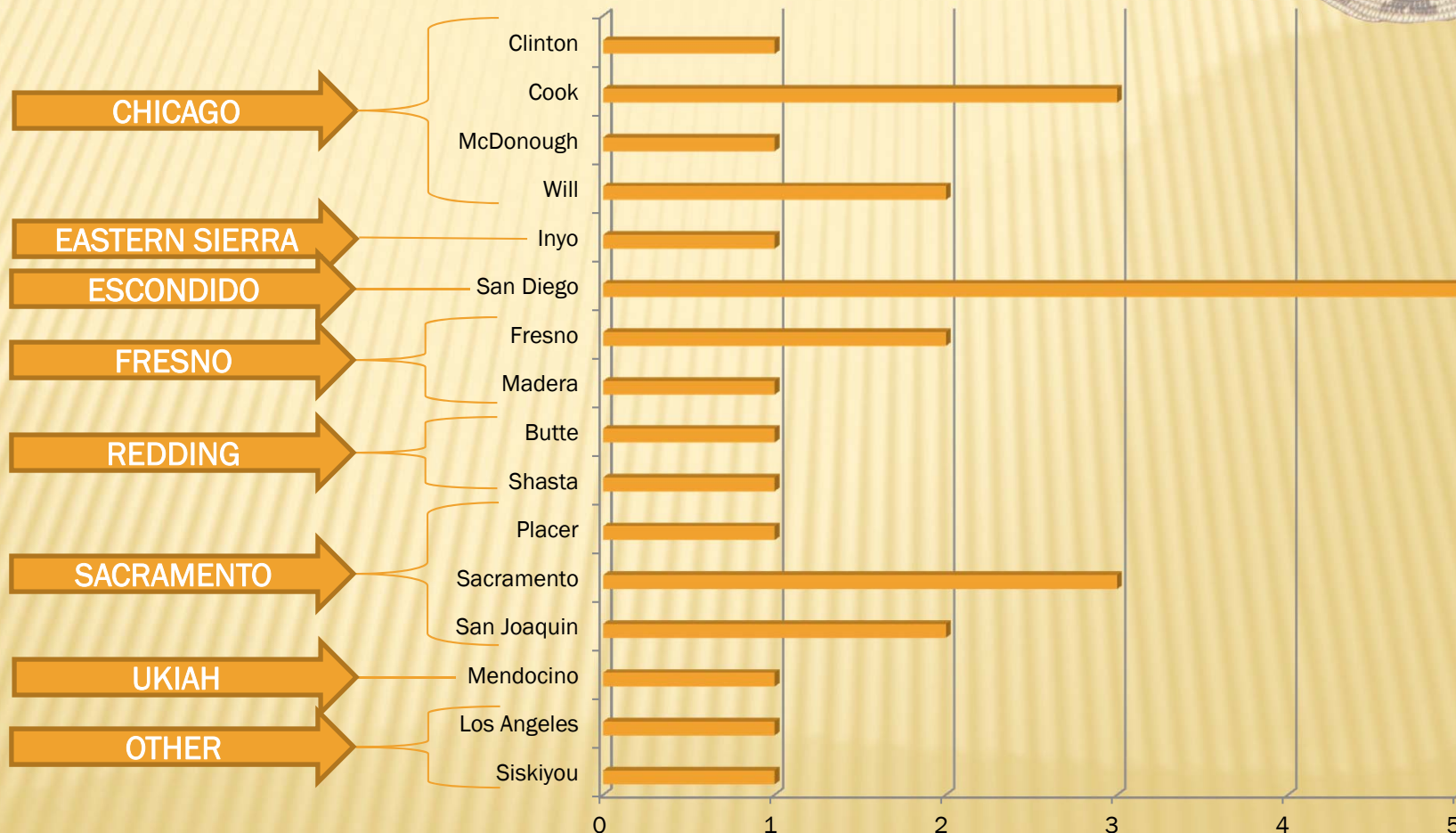


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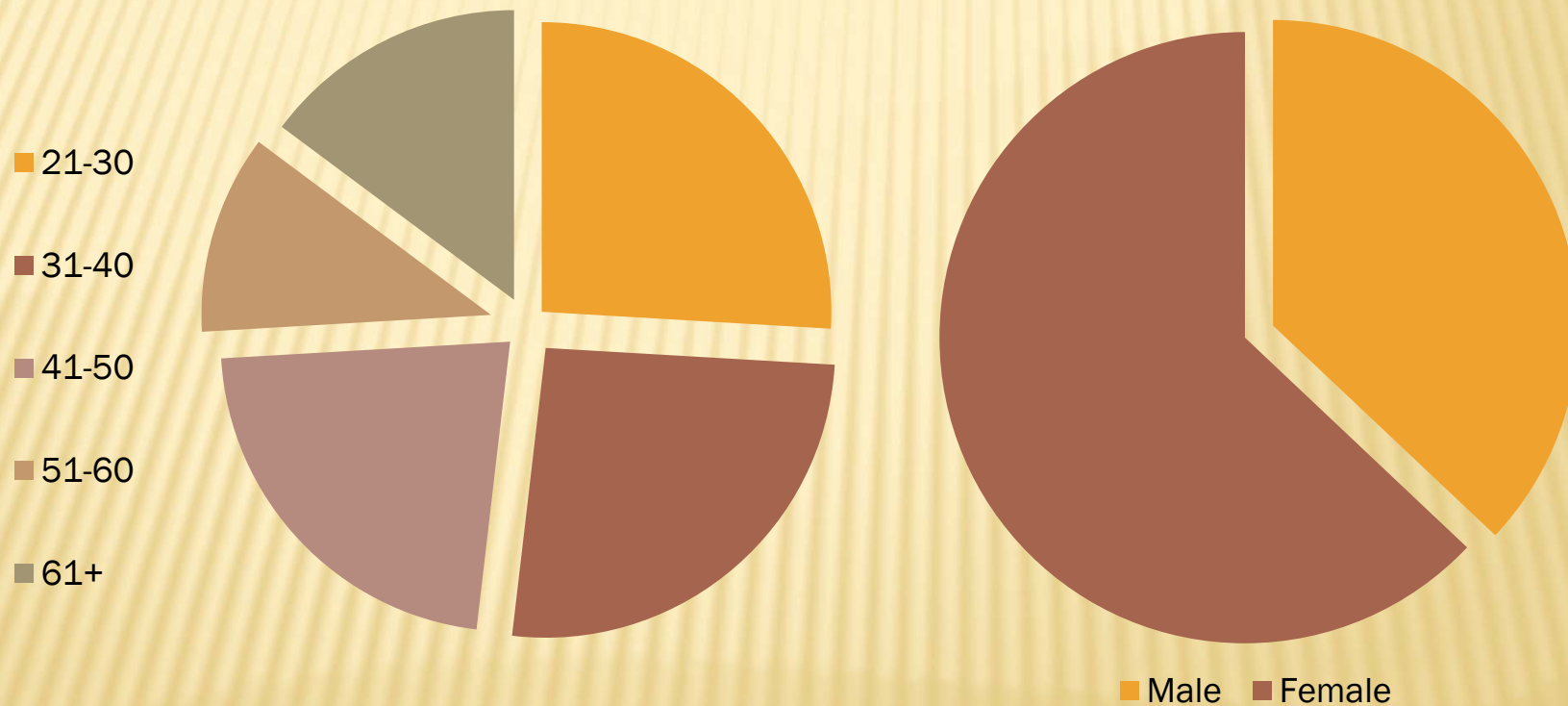
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# WHERE STUDENTS LIVE



# STUDENT AGE & GENDER



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





# 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







# 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](http://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.



# NATIVE ENTREPRENEURS

Creating Opportunities  
in Our Communities



Find us on  
**Facebook**

## CIMC Native Entrepreneur Training Program



# NATIVE ENTREPRENEURS: CREATING OPPORTUNITIES IN OUR COMMUNITIES



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