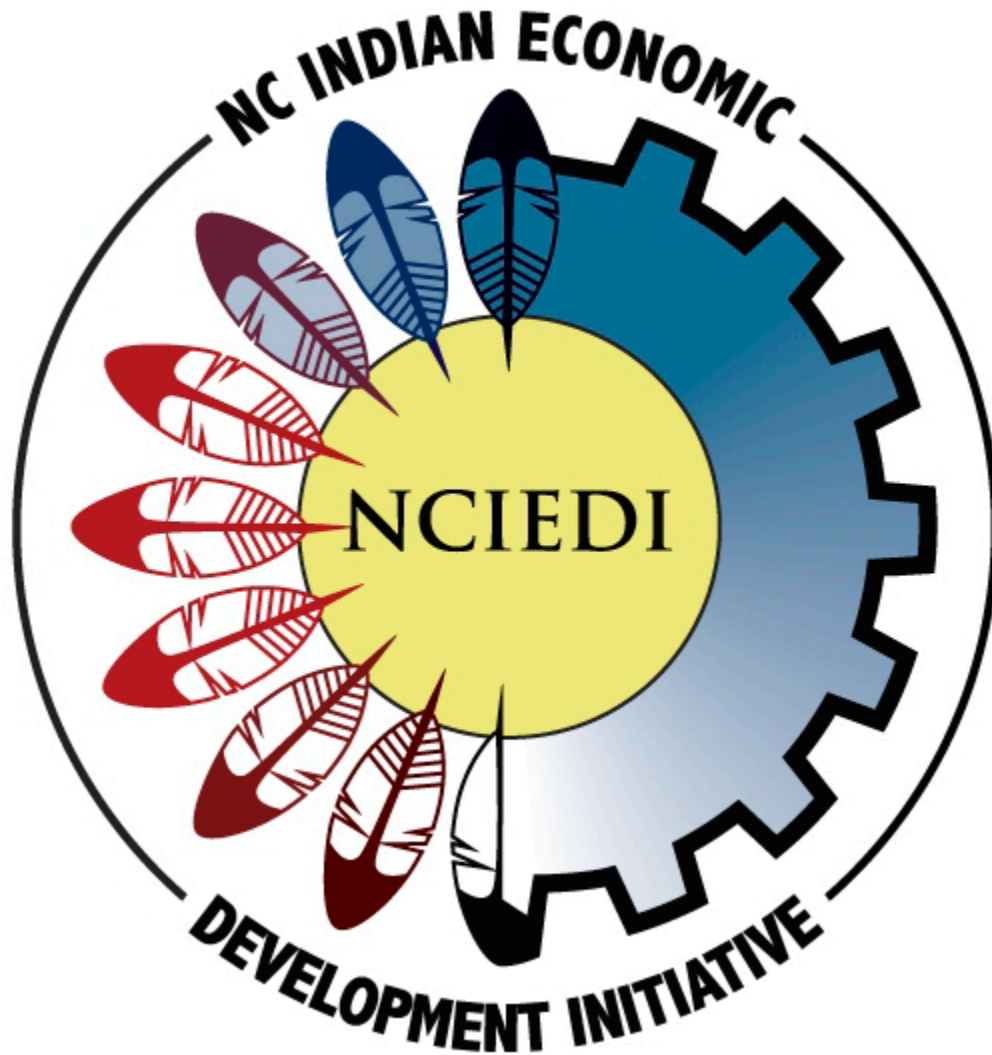


NC Indian Economic Development Initiative, Inc 2010/2011 Annual Progress Report



Date Due: September 1, 2011

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Receiving Entity: Fiscal Research

Submitting Entity: NC Indian Economic Development Initiative, Inc

NC Indian Economic Development Initiative, Inc.

Annual Highlights Report for FY 2010-11.

(As of June 30, 2011)

Despite the current difficult economic circumstances, in this fiscal year NCIEDI has proved itself to be the indispensable organization for Indian Economic Development progress in N. C.

This year so far NCIEDI has helped create or preserve at least 250 jobs and has been involved in helping Indian owned businesses secure contracts worth over \$50,000,000. With an annual budget of less than \$350,000, each job created or preserved cost less than \$2000. This is a huge return on investment for NCIEDI's state, private, and non-profit funders.

NCIEDI achieves this highly leveraged result because it is adept at connecting previously isolated but now increasingly skilled and entrepreneurial American Indian businesses and communities with resources. It helps American Indian owned businesses and tribes develop new strategies, capacities, and critical contacts. It duplicates no existing services but it is the essential service that is helping NC's business support system begin to work for NC Indians.

2010-11 Accomplishments and Major Activities

Business Assistance and Job Creation

- NCIEDI facilitated a \$90MM joint venture construction contract for an Indian construction firm. As many as 100 new jobs for American Indian construction workers will be created from this single contract. NCIEDI is now helping the company bid an additional \$60MM on large construction projects.
- NCIEDI assisted several other American Indian owned construction companies to expand beyond their local business areas and to bid and win additional multi-million dollar contracts in other counties and other states. It provided these companies with help in bonding, marketing, bidding, and LEED certification, and minority certification processes.
- At least 50 additional jobs have been created through business assistance for these Indian construction-related firms. This is the culmination of a three-year process originally funded by the Golden Leaf Foundation.
- These efforts preserved several established Indian-owned construction companies that were in jeopardy of closing their doors because of the severe recession.
- NCIEDI provided substantive technical assistance to 48 American Indian businesses outside of the construction sector. These included: marketing services, natural resources-related businesses, small manufacturing, hauling services, food services, retail outlets, health care organizations, employment services, and others. Assistance has included help in marketing, bidding, strategy, organization, management, policy development, financial systems development, and access to capital.

Asset Building and Tribal Assistance

- NCIEDI launched an asset building and community economic development initiative called the Pathways Collaborative with support from the NC Rural Center. All eight American Indian tribes have been involved and many have established local Pathways organizations. A statewide Native Business Resource Council of American Indian Business owners has been formed, and a successful American Indian Business Summit was held.
- A series of sustainable forestry and organic farming business ventures have been put forward with the help of the NC Conservation Fund for Occaneechi, Waccamaw-Siouan, and the Haliwa-Saponi Tribes.
- NCIEDI has worked with financial partners to explore the feasibility of the creation of a community development credit union with one of our state tribes.
- NCIEDI delivered financial literacy training to over 300 young people through the Indian Talent Search NC Native American Youth Organization annual meeting.
- This year saw the successful completion of the Indian Housing Authority's (IHA) project to restore foreclosed homes to the market in Cumberland County, employing American Indian contractors for rehab and making rental and home ownership opportunities affordable for low income families. This project was brokered by NCIEDI through its contacts with IHA and the NC Community Development Initiative through the allocation of allocation of \$750,000 of HUD Neighborhood Stabilization Program money to IHA.

Advocacy and Bridge Building

- When DOT eliminated American Indian businesses from their minority procurement program earlier this year, NCIEDI stepped in to help the many American Indian companies adversely affected. It redirected businesses, where possible, to other DOT programs for which they were eligible, and began a process to restore access for American Indian business at the earliest possible time. NCIEDI has involved over 70 American Indian businesses through this effort
- NCIEDI has built bridges between successful but locally oriented American Indian construction firms and larger prime contractors for work on major public building projects.
- NCIEDI has represented American Indian businesses forcefully on key minority supplier network councils in North Carolina where they have never been represented before. It has connected American Indian businesses across the State to minority contractor programs in North Carolina's major cities, and has advocated for the tribes having direct connection to North Carolina's tourism and travel programs which is not the case at the current time.
- NCIEDI has also been the catalyst for helping American Indian businesses get the minority designations and certifications they need to be competitive for new contracts that would expand their businesses.

NC Indian Economic Development Initiative, Inc

Fiscal Year 2010 - 2011

Beginning Balance	73,051
Income	
NC General Assembly	100,000
The Rural Center	57,674
NC Community Development Initiative	45,000
Golden Leaf	37,500
BB&T	12,500
Lumbee Guaranty Bank	7,500
Others	14,581
Total	347,806
Expenditures	
Personnel & Employee Benefits	166,773
Project Expenses	36,891
Employee Travel	12,186
Contractors & Consultants	36,680
Rent	21,385
Communication	9,382
Other Expenses	12,740
Total Expenditures	296,037
Ending Balance	51,769