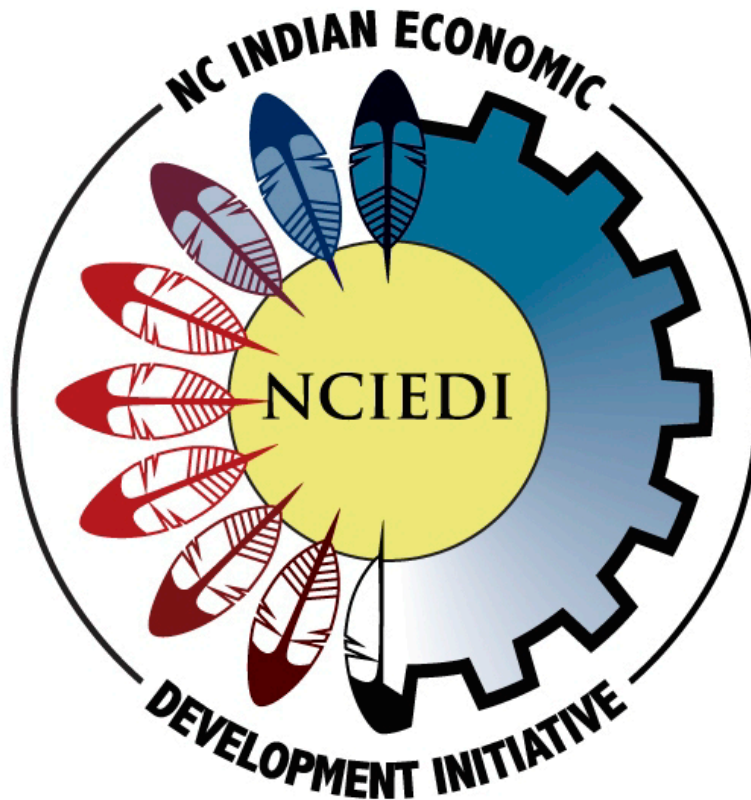


# **NC Indian Economic Development Initiative, Inc 2011/2012 Annual Progress Report**



**Legal Citation: STATE-AID REPORTING REQUIREMENTS  
SECTION 14.10.(a)**

**Date Due: September 1, 2012**

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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 2011-12.**

(As of June 30, 2012)

Despite the current difficult economic circumstances and no additional state funding, 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 85 jobs and has been involved in helping Indian owned businesses secure contracts worth over \$40,000,000. With an annual budget of less than \$360,000, 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.

### **2011-12 Accomplishments and Major Activities**

#### Business Assistance and Job Creation

- NCIEDI facilitated approximately \$120MM construction bid opportunities for Indian construction firms. NCIEDI is now helping bid an additional \$160MM 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.
- NCIEDI Launched and completed LEED Green Education certification program working with 25 plus American Indian businesses.
- NCIEDI provided substantive technical assistance to 40 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.
- NCIEDI has work with 20 plus construction related companies on achieving various business and minority certifications. This creates more opportunities for the affected business and exposes them to a much bigger and goal oriented network
- NCIEDI was instrumental in getting Bridge Building Certification (a must for Bridgework) for only the 2<sup>nd</sup> minority firm in NC, both American Indian in the DOT

### Asset Building and Tribal Assistance

- NCIEDI continued its 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 in Cherokee.
- NCIEDI continues working 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 150 young people through the Indian Talent Search NC Native American Youth Organization annual meeting.
- NCIEDI creates a myriad of educational forums for business and entrepreneurs throughout the year, all geared toward better business opportunities and jobs.

### Advocacy

- When DOT eliminated American Indian businesses from their minority procurement program last year, NCIEDI continues 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 72 American Indian businesses through this effort
- NCIEDI continues to support joint venture success with locally oriented American Indian construction firms and larger prime contractors for work on major public building projects.
- NCIEDI represents 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.
- NCIEDI is 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.
- NCIEDI continues to advocate strongly for American Indian business issues and other political interests for NC Indian with the State political leadership



## NCIEDI Financial Report

### Fiscal Year

July 1, 2011 thru June 30, 2012

<b>Income</b>	
NC General Assembly	\$ 90,000.00
Rural Center	\$ 67,898.65
ZSR	\$ 60,000.00
NCDOT	\$ 46,685.55
NCCDI '11	\$ 25,000.00
AT&T	\$ 24,000.00
Golden Leaf	\$ 22,500.00
BB&T	\$ 13,500.00
Others	\$ 11,070.85
<b>Total Income</b>	<b>\$ 360,655.05</b>
<b>Expenditures</b>	
Personnel & Employee Benefits	\$ 173,268.27
Travel Expenses	\$ 14,959.36
Rent	\$ 23,613.93
Other Expenses	\$ 37,812.33
Project Expenses	\$ 60,488.62
Contractors & Consultants	\$ 54,086.00
<b>Total Expenditures</b>	<b>\$ 364,228.51</b>