

NC Indian Economic Development Initiative

ORGANIZATION OVERVIEW AND IMPACT

1. MISSION & PROGRAMS

Mission: Advocate and facilitate economic development in North Carolina's American Indian communities by promoting business expansion, opportunities and partnerships.

NC Indian Economic Development Initiative (NCIEDI) offers tailored assistance to all types of businesses and entrepreneurs in various stages of development, from start-up endeavors to well established and high-capacity firms. This supports business growth and through that expansion creates opportunity and jobs. NCIEDI works together with the state's eight Indian tribes and four urban Indian associations, all 501(C)(3) nonprofit corporations, to promote community development and to help make relevant economic opportunities more accessible to tribal members. Targeted trainings help tribal leaders and business owners become more effective managers and develop strategies for benefiting from their assets.

Our programs includes, but are not limited to: technical assistance and counseling for businesses, tribal economic development, minority certification support, NCDOT program support for businesses, LEED certification education and training, business development and education trainings, business Networking, marketing support, business strategic planning, indirect financial assistance and business advocacy support.

2. CUSTOMER/ TARGET POPULATION

NCIEDI offers free, some fee based and confidential services to North Carolina's Tribes, American Indian entrepreneurs and American Indian businesses. To be eligible for services, clients must demonstrate membership in one of the North Carolina eight Indian tribes or live in North Carolina and be an enrolled member of any federal Indian tribe i.e. Navajo. We also support surrounding areas of NC tribal communities and service sectors; in 2012 we incorporated some fee based programs for Non-Indians in these sectors due to interests in our programs and to help with agency sustainability.

3. ORGANIZATION INCEPTION

The North Carolina Indian Economic Development Initiative (NCIEDI) is a 501(C)(3) nonprofit organization serving American Indian and other Native American owned businesses.

Developed in 2000 and incorporated in 2001, NCIEDI is an information and technical assistance center for Indian tribes, associations, and business owners. The agency offers a host of free and various fee based confidential business advisory services to students and entrepreneurs, as well as to the eight Indian tribes and four urban Indian associations recognized by the North Carolina Commission of Indian Affairs. NCIEDI specializes in the economic and community needs of American Indians across the state. We were created to serve as a job and opportunity engine for the state's American Indian Businesses, entrepreneurs and NC tribal population and businesses that were not being served.

4. FOOTPRINT

North Carolina is home to nearly 130,000 American Indians, which is the largest American Indian population east of the Mississippi River (2010 U.S. Census). Over half a million Indian and non-Indian people, or roughly 6% of North Carolina's total population, live in areas designated as tribal communities or State Designated Tribal Statistical Areas (SDTSA) (2010 U.S. Census). On average, 23.7% of all people living in our Indian communities live below the state poverty level (2010 U.S. Census). Located in predominantly poor rural counties, North Carolina's tribal communities lack the appropriate resources to engage in effective economic development strategies. When compared with other ethnic and racial groups, American Indians struggle with lower income levels and significantly higher rates of crime, unemployment, and high school non-completion (2010 U.S. Census). Historical discrimination and widespread asset-loss, combined with low access to capital and business development networks, leaves American Indians in North Carolina struggling to achieve financial sustainability. There are approximately 6,500 American Indian owned businesses in NC with largest concentration of businesses residing in the eastern part of the state.

5. BUDGET

See Page 4 & 5

6. SALARY COMPLIANCE

No employee at NCIEDI receives a salary at or above \$120K annually. We do offer 401k, Dental, Health benefits, Paid Holidays and Vacation/Personal Time and at this time.

7. LOBBYING SERVICES

LANCASTER, CRAIG & ASSOCIATES * 5 HARGETT STREET, RALEIGH NC

Henry Lancaster - \$7,000 (February 2012 – January 2013)

No employees are registered lobbyist

8. KEY PERFORMANCE INDICATORS

NCIEDI measures its effectiveness in several ways: Number of clients/businesses served, values of contract opportunities, training/educational event attendees, indirect jobs created due to our assistance, marketing and networking opportunities. State appropriations are supportive of overall operations and help supplement the cost of the metrics as listed below over the last 5 years:

- 510 Clients/Businesses served (\$210K)
- 8 Tribes supported & 4 Tribal Organizations supported (\$112K)
- 15 Networking events (\$136K)
- 20 Training/Educational events (\$175K)
- \$235,000,000 Contract/Bid opportunities (\$290K)
- 480 Jobs created due to our assistance (\$196K)

9. SIMILAR ORGANIZATIONS

There are statewide organizations that are similar to NCIEDI. NCIEDI is different due to primarily concentrating our resources and efforts within the NC Tribal and Indian business communities.

Being an American Indian led organization we understand the issues, politics, barriers and the cultural aspect of working with American Indians and supporting their businesses. We also are a catalyst for bringing in non-Indian partners and business resources to these communities for support. Before NCIEDI, there had been very little attention paid to these communities and businesses, as in the past prior to NCIEDI, there would be trust and educational issues that would prove too costly for other organizations to overcome without our support.

10. BUDGETARY IMPACT

The cuts and lack of appropriations for our organization have retarded services, slowed programs and overall growth. There is a great need for business support in the Indian community and we cannot create the capacity to support real needs simply due to lack of resources. We have generated most of our funding from sources public and private outside of state appropriations. We believe that in fairness the state should support our American Indian businesses through the efforts of NCIEDI. We understand the return on investment to the state's income would be exponentially greater than the expense.

There is a prevailing misconception that all American Indians in NC have access to federal dollars, casino revenue or fee-waived programs, only one tribe in NC has that access. The seven other non-federally recognized NC Tribes are not supported by these revenue sources. This creates a perception of non-support for the state's American Indian population, prior to NCIEDI NC Indians were typical overlooked or not included in the state's minority support conversations and funding. NCIEDI need ongoing operational funds due to the fact, that we serve American Indian taxpayers who contribute over 2.5 billion dollars annually to the state's economy. This state funding will allow us to support tribes, small business and entrepreneurs to continue to prosper and create tax revenue, good jobs and growth for NC.

BUDGET

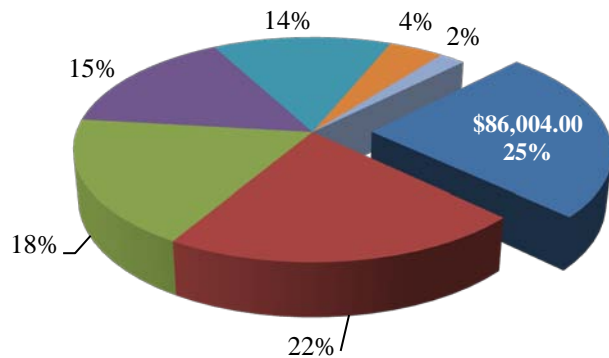
NCIEDI operates on a July 1st – June 30th calendar

NCIEDI Financial Report - YTD	
July 1, 2012 thru June 30, 2013	
Income *	
NC General Assembly	86,004.00
Rural Center	74,427.72
ZSR	63,780.00
NCDOT	53,314.45
Others / General Income	48,846.73
Golden Leaf	15,000.00
Progress Energy	7,000.00
Total Income	\$ 348,372.90
Expenditures	
Personnel & Emp Benefits	85,325.72
Travel Expenses	12,777.52
Rent	10,915.20
Other Expenses	8,069.61
Project Expenses	21,744.29
Contractors & Consultants	24,164.92
Total Expenditures	\$ 162,997.26
* Income are funds awarded to date	

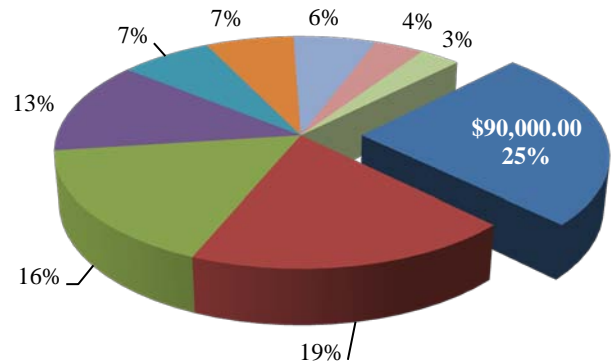
NCIEDI Financial Report	
July 1, 2011 thru June 30, 2012	
Income	
NC General Assembly	90,000.00
Rural Center	67,898.65
ZSR	60,000.00
NCDOT	46,685.55
NCCDI '11	25,000.00
AT&T	24,000.00
Golden Leaf	22,500.00
BB&T	13,500.00
Others	11,070.85
Total Income	\$ 360,655.05
Expenditures	
Personnel & Emp Benefits	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
Total Expenditures	\$ 364,228.51

NC GENERAL ASSEMBLY APPROPRIATIONS PERCENTAGE VS. OTHER SOURCES

Year 2012 – 2013 YTD



Year 2011 – 2012



NCIEDI Financial Report July 1, 2010 thru June 30, 2011	
Income	
NC General Assembly	100,000.00
Rural Center	57,673.63
NCCDI '10	45,000.00
Golden Leaf	37,500.00
BB&T	12,500.00
Lumbee Guaranty Bank	7,500.00
Bank of America	5,000.00
Others	9,581.35
Total Income	274,754.98
Expenditures	
Personnel & Emp Benefits	166,773.26
Travel Expenses	12,186.17
Rent	21,384.70
Other Expenses	22,122.04
Project Expenses	36,890.60
Contractors & Consultants	36,680.00
Total Expenditures	296,036.77

NCIEDI Financial Report July 1, 2009 thru June 30, 2010	
Income	
NC General Assembly	95,000.00
ZSR	50,000.00
NCCDI '09	40,000.00
NCCDI '10	15,000.00
Rural Center	11,256.32
Others	10,889.74
Total Income	222,146.06
Expenditures	
Personnel & Emp Benefits	168,795.05
Travel Expenses	7,569.20
Rent	21,190.44
Other Expenses	32,769.61
Project Expenses	5,210.00
Contractors & Consultants	30,853.00
Total Expenditures	266,387.30

NCIEDI Financial Report July 1, 2008 thru June 30, 2009	
Income	
General Assembly 08/09	121,500.00
General Assembly 07/08	12,945.64
NCCDI '08	30,000.00
NCCDI '09	30,000.00
BB&T	20,000.00
General Funds	10,460.70
Rural Center	10,000.00
Others	10,500.00
Total Income	245,406.34
Expenditures	
Personnel & Emp Benefits	177,718.84
Travel Expenses	8,695.68
Rent	11,462.50
Other Expenses	25,432.12
Project Expenses	11,767.91
Contractors & Consultants	23,705.00
Total Expenditures	258,782.05