

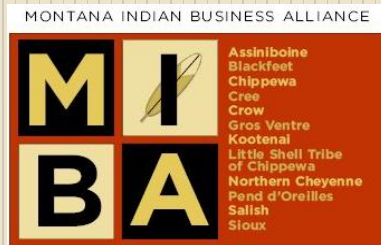
# Partnering to Diversify and Strengthen Indian Country Economies

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## *The Indian Business Alliances*

October 2009

# The Indian Business Alliances (IBAs)



An IBA is a multi-sector coalition of volunteers from tribal, federal and state agencies; tribal law- and policy- makers; Indian business owners and artists; Native organizations; community development and other non-profit organizations; foundations; financial institutions; tribal colleges and other educational institutions; law, accounting, and consulting firms; consumer credit counseling and advocacy agencies.

# The IBA Purpose



The overarching purpose of the **Indian Business Alliances (IBAs)** is to provide a platform to forge statewide partnerships that work collaboratively to help develop and support flourishing entrepreneurial sectors in Indian Country.

# The IBAs Today



- **Montana Indian Business Alliance (MIBA)** - founded after first MIBC in February 2006
- **South Dakota Indian Business Alliance (SDIBA)** - founded after first SDIBC in February 2007
- **Wisconsin Indian Business Alliance (WIBA)** - founded after first WIBC in February 2008
- **Minnesota Indian Business Alliance (MNIBA)** - founded after MNIBC in October 2008

# The IBA Organizational Model



- Loosely structured alliances of volunteer partners
- Steering or executive committees and work teams
- Use fiscal agents
- Resources contributed by the partner organizations
- Collaborative – no dominant organization – work toward a common vision

# The IBA Strategic Framework

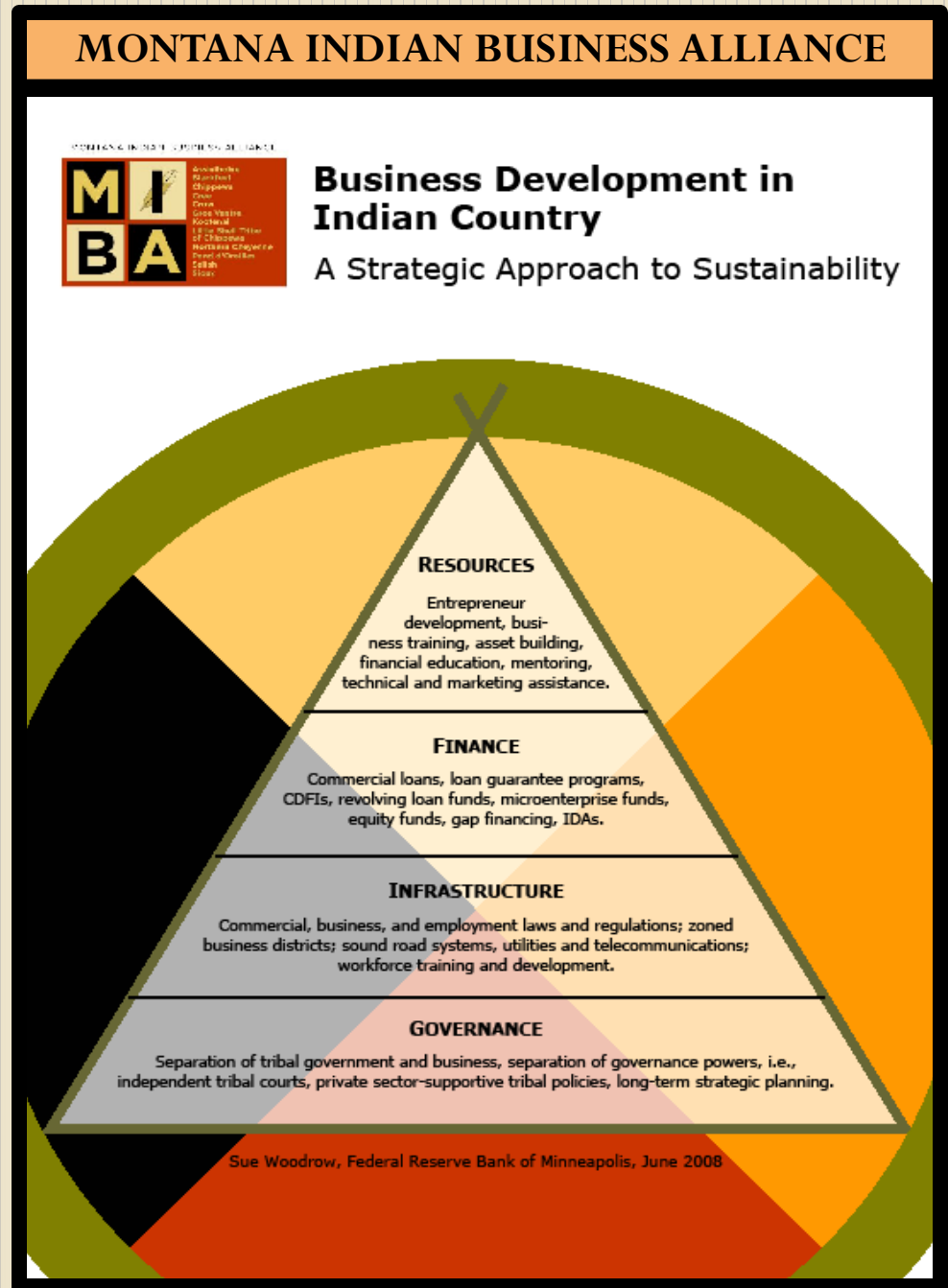


- Four areas of focus form a common strategic framework for the work of the IBAs:
  - **Tribal Governance**
  - **Tribal Infrastructure**
  - **Financial Resources**
  - **Business Resources**
- Each IBA uniquely expresses its' mission within this strategic framework

# MIBA

## MIBA Mission:

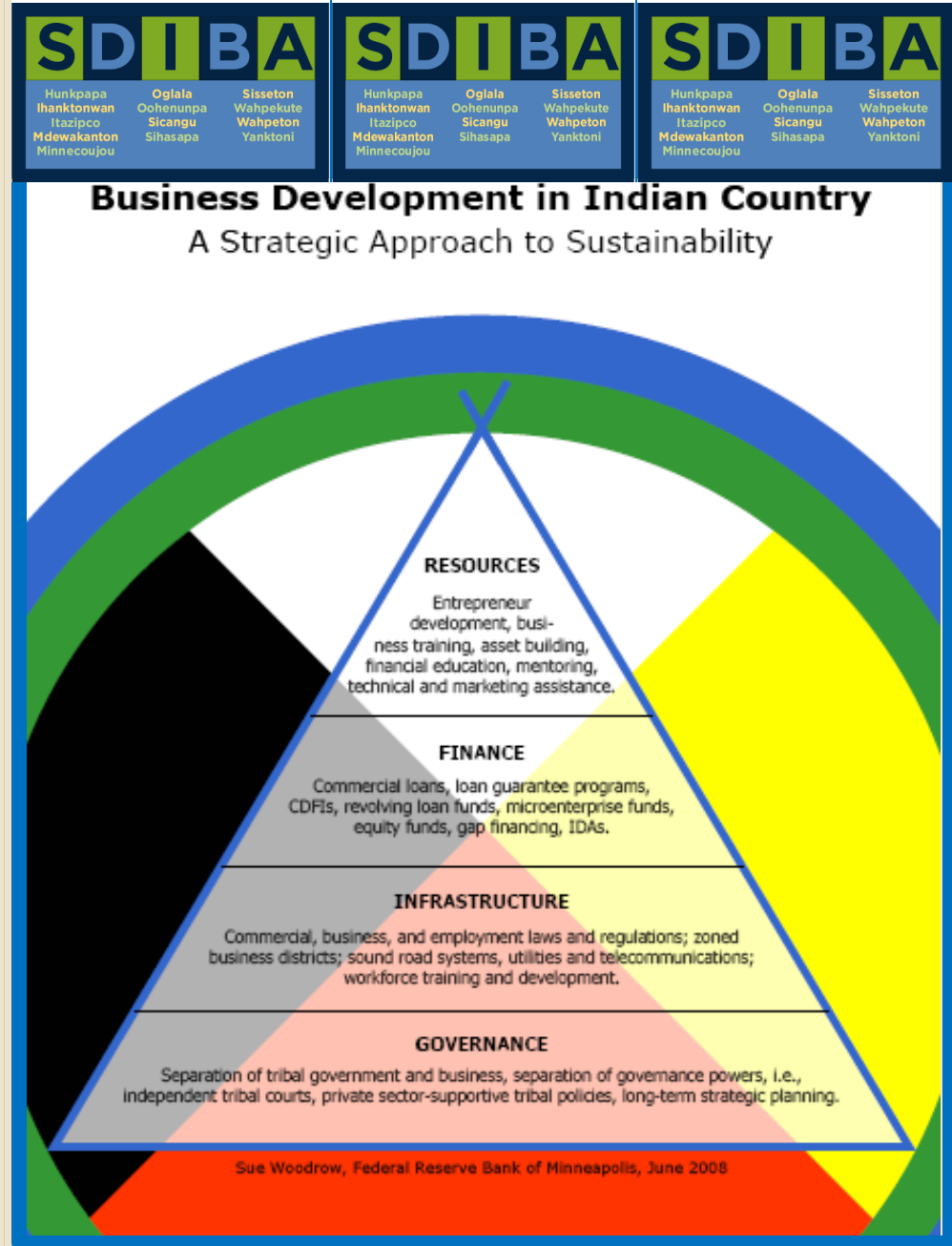
To promote private Indian business development by maximizing and developing resources that encourage and support Montana Indian entrepreneurs.



# SDIBA

## SDIBA Mission:

To remove barriers to Indian Country business development while creating and expanding Indian-owned businesses by maximizing resources and partnerships.





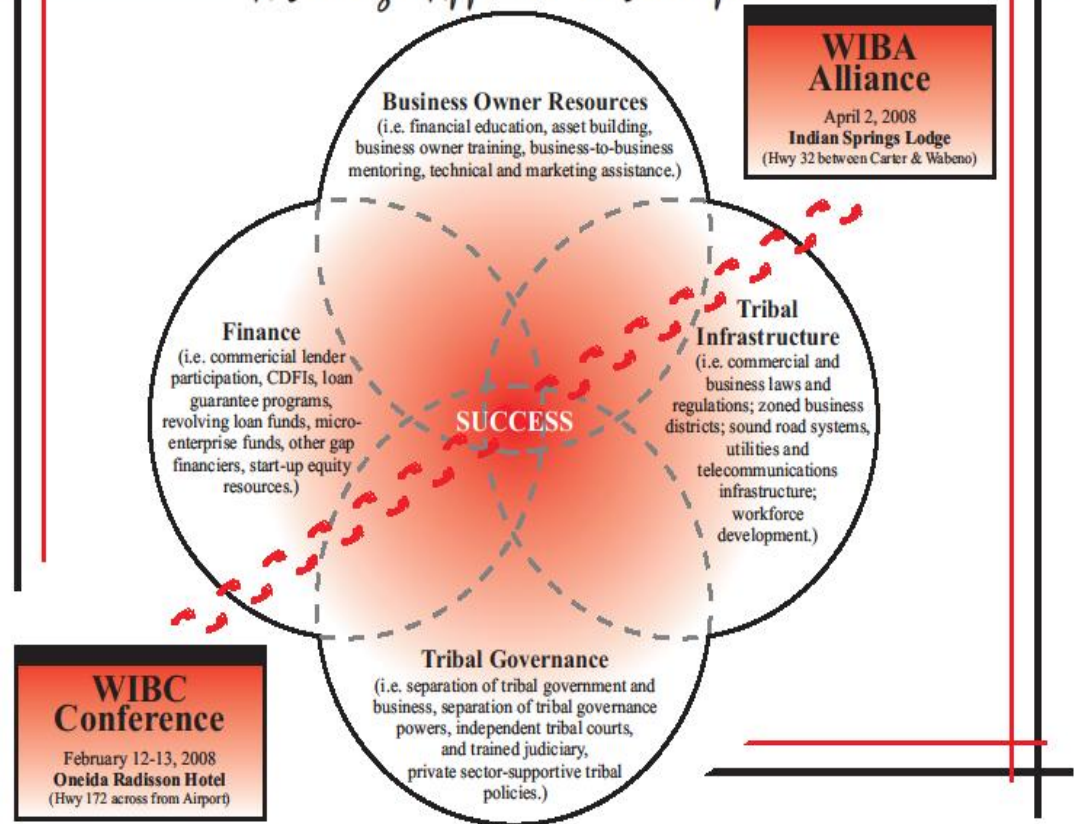
# WIBA

**WIBA Mission:**  
To strengthen the  
Native American  
business economy and  
build business activity  
in local communities.

## WISCONSIN INDIAN BUSINESS ALLIANCE

Sustainable Private Business Sectors in Indian Country

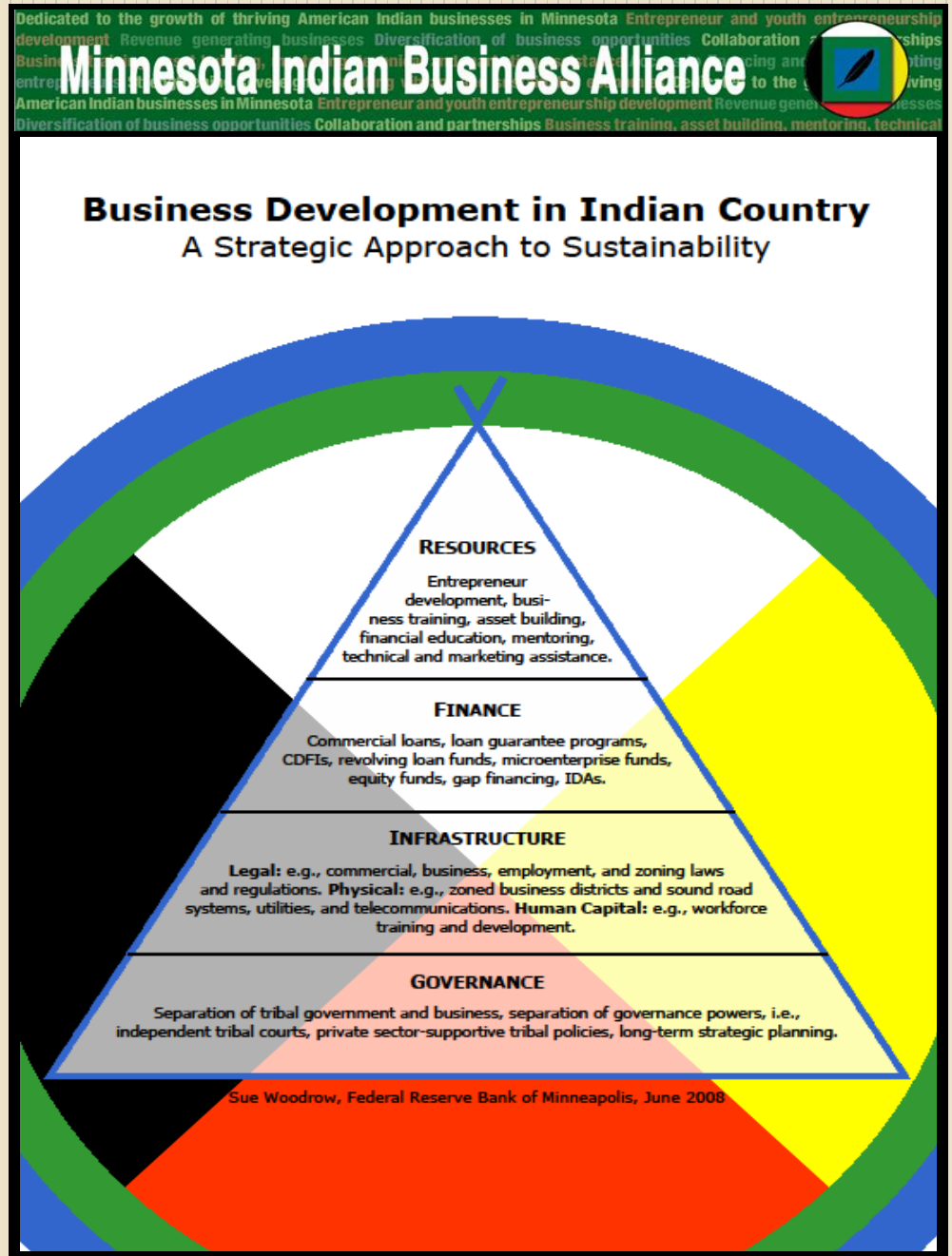
*A Strategic Approach to Development*



# MNIBA

## MNIBA Mission:

To promote an economic environment that supports sustainable American Indian businesses.



# IBA Initiatives and Accomplishments



## • GOVERNANCE

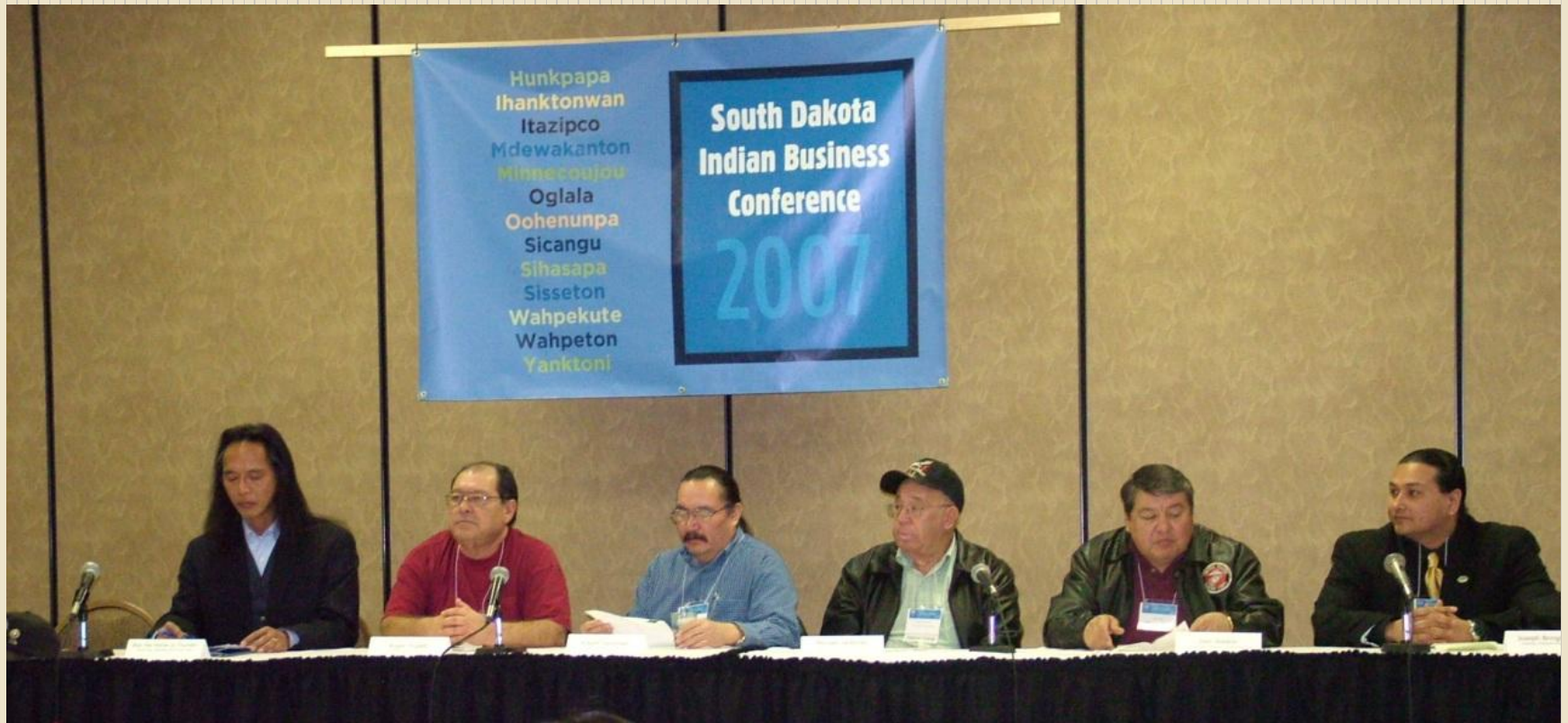
- Conference and workshop presentations, and resources on constitutional revision and reform to establish independent tribal courts and other dispute resolution forums
- Workshops and resources on Codes of Ethics for Tribal elected officials, judges, and other Tribal employees and representatives
- Policy advocacy for Tribal support of private sector business growth and entrepreneurship
- Legislative Policy Roundtables
- Presentations to and partnering with statewide Tribal Leaders Councils

# MIBA 2009 Conference & Showcase Tribal Leaders' Panel





# SDIBA Inaugural Conference 2007 Tribal Leaders' Panel



# MNIBA Inaugural Conference 2008

## Tribal Leaders' Panel

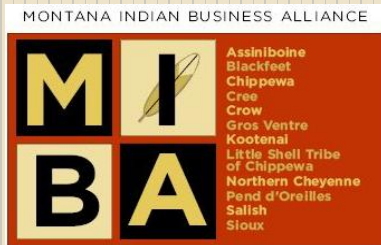


# MIBA Quarterly Meeting Presentation to MT Governor Schweitzer





# IBA Initiatives and Accomplishments



- **INFRASTRUCTURE** (legal, physical, human capital)
  - Tribal commercial and business law development resources and training workshops, i.e., UCC development
  - Tribal-State UCC filing system compacts (Crow-MT, Oglala Sioux-SD)
  - Tribal judicial trainings on Model Tribal Secured Transactions Act with the Uniform Law Commission
  - Advocacy for Tribal courts and councils to improve code and court opinion public accessibility
  - Workforce development resources



# Crow – Montana Secretary of State UCC Lien Filing System Compact Signing Ceremony at U.S. Capitol



# Oglala Sioux–South Dakota Secretary of State UCC Lien Filing System MOU Signing Ceremony at Pine Ridge



# IBA Initiatives and Accomplishments



- **FINANCIAL RESOURCES**
  - Support and assistance for creation of Indian Equity Funds for small business owners
  - Development of Financial Resource Guides for Native business owners
  - Development and hosting of Tribe-specific lender training workshops on Model Tribal Secured Transactions Act
  - Workshops on financial resources for Native business owners, i.e., equity funding, loan guarantees, gap financing



# Montana Indian Equity Fund 2007 Recipients with Governor Schweitzer and Lt. Governor Bohlinger at Montana State Capitol



# IBA Initiatives and Accomplishments



- **BUSINESS RESOURCES, TECHNICAL ASSISTANCE, NETWORKING**
  - IBA websites
  - Small business technical assistance workshops, trainings and mentoring
  - Development of statewide Indian business directories
  - Statewide conferences and community-based business workshops and summits
  - Assistance and support for development of Native consumer credit counseling services
  - Native youth entrepreneur initiatives
  - Data maps and gap analysis initiatives to help identify business opportunities



# MIBA Summer 2009 Youth Entrepreneur Camp



# SDIBA Steering Committee Meeting





# MNIBC October 2008





# MIBA Quarterly Meeting Business Owners' Presentation



G&G Advertising, Billings, MT  
Little Shell Chippewa

# IBA Initiatives and Accomplishments



Visit the MIBA website at:

[www.mibaonline.org](http://www.mibaonline.org)



Visit the MNIBA website at:

[www.mniba.org](http://www.mniba.org)



The SDIBA website is under construction and will be available soon.



# IBA Impacts

MONTANA INDIAN BUSINESS ALLIANCE



South Dakota Indian Business Alliance



- Elevated focus in states with IBAs on importance to economy of private sector business growth in Native communities
- Notable policy impacts at Tribal, federal and state government levels
- More funding to support Native entrepreneurship
- Greater opportunities for Native business owners
- Notable Tribal commercial and business legal infrastructure development

# IBA Impacts



- New or renewed Tribal constitutional reform and/or revision initiatives
- Increased networking in the Native business community
- Many new partnerships and increased leveraging of available resources
- New and increased regional partnering and cross-leveraging of resources
- Increased opportunities for Native youth in business

# IBA Partners



- The collective work of the IBA partners is positively impacting attitudes, policies, resource availability, laws and financial resources for Native business owners and, in turn, Tribal economies.



# Elements of IBA Success



- Leverage the strengths, resources and abilities of all partners
- Believe in the mission, model and potential
- Be willing to do the work
- Hold the IBA's efforts above individual or organizational self-interest for greater returns

**IBA is about partners  
working together**



# MONTANA INDIAN BUSINESS ALLIANCE

<b>M</b>	<b>I</b> 	Assiniboine Blackfeet Chippewa Cree Crow Gros Ventre Kootenai Little Shell Tribe of Chippewa Northern Cheyenne Pend d'Oreilles Salish Sioux
<b>B</b>	<b>A</b>	

# South Dakota Indian Business Alliance

<b>S</b>	<b>D</b>	<b>I</b>	<b>B</b>	<b>A</b>
Hunkpapa Ihanktonwan Itazipco Mdewakanton Minnecoujou	Oglala Oohenunpa Sicangu Sihasapa	Sisseton Wahpekute Wahpeton Yanktoni		

## Wisconsin Indian

# WIBA

## Business Alliance

Dedicated to the growth of thriving American Indian businesses in Minnesota Entrepreneur and youth entrepreneurship development Revenue generating businesses Diversification of business opportunities Collaboration and partnerships Business training, asset building, mentoring, technical entrepreneurship, and economic development services to the American Indian businesses in Minnesota Entrepreneur and youth entrepreneurship development Revenue generating businesses Diversification of business opportunities Collaboration and partnerships Business training, asset building, mentoring, technical

# Minnesota Indian Business Alliance

