



**NATIVE
ENTREPRENEURS**

*Creating Opportunities
in Our Communities*

CIMC Leadership Training for Entrepreneurial / Small Business / Economic Development

2022 IX/X Tribal TANF Virtual TA Meeting
August 24, 2022

California Indian Manpower Consortium, Inc.

CIMC Leadership Training for Entrepreneurial / Small Business / Economic Development

PROGRAM GOAL

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.

*The CIMC Movement: Creating Positive
Change for Native Communities*

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RECRUITMENT

Recommended by Tribal Leadership and/or CIMC WD Field Staff.

ELIGIBILITY:

- Either Want to Expand Existing Business or Have a Passion to Start a Business
- Physically and Mentally Able to Participate
- Have 200 Hours Available to Devote to Training/Studying over 4-Month Period
- Motivated to Learn from Faculty and Peer Native Entrepreneurs
- Competitive Candidate Application Kit is available at www.cimcinc.org.

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FORMAT

- Four Multi-Day Sessions in Different Locations of California
- Class Size Limited to 30
- Allow Drop-Ins in the Areas where Training is Conducted to Provide for Additional Cross-Fertilization of Ideas and Information
- 200 Hours: 100 Hours of Classroom; 100 Hours of Homework
- End Product: Business Plan to Leverage Resources, Financial and Otherwise Start or Expand Business

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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 Leadership
- Native Entrepreneur Models (A Variety of Enterprises)
- In-Process Evaluation of Class Progress, Reality Checks

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FACULTY

- Native Professional Faculty
- Former Entrepreneurial Students Serve as 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

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ALUMNI ACTIVITIES

- 500+ Entrepreneurs Received Training Since 2001
- 250+ Started Business on Some Level
- Ongoing Networking among Native Entrepreneurs is Encouraged by Mailings, Emails and Social Media
- The Global and Local Marketplace is Constantly Changing; CIMC Sees Ongoing Contact and Information-Sharing with Native Entrepreneurs as an Important Activity

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PARTNERSHIPS

- Small Business Consultants
- Native Businesses – Tribal and Former Graduates
- American Indian Chamber of Commerce of CA
- Small Business Finance
- Berea College Faculty
- Workforce Development Programs

CIMC
Native Entrepreneur Training
Program



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