



TRIBAL ECONOMIC DEVELOPMENT ROUNDTABLE SERIES

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Topics

- ◆ Part 1: CCIA
- ◆ Part 2: Small Business Formation for Indian Entrepreneurs Seminars
- ◆ Part 3: Starting Your Business

Topics

- ◆ Part 4: Factors Affecting Business Structure
- ◆ Part 5: Critical Issues
- ◆ Part 6: Federal Contractor Certification (FCC)
- ◆ Part 7: Tribal Business Codes
- ◆ Part 8: Helpful Resources

Part 1: CCIA

- ◆ In 1976, Colorado General Assembly created, within Office of Lieutenant Governor, Colorado Commission of Indian Affairs (CCIA).
- ◆ Lieutenant Governor serves as chair of CCIA.



CCIA

- ◆ Designed to be official liaison between two Ute Tribes and State of Colorado.
- ◆ Legislators and tribal leaders envisioned productive relationship between state and tribal governments.

CCIA

- ✦ Since inception, CCIA has worked with two Ute Indian Tribes in Colorado and off-reservation American Indian people who live in Colorado.



CCIA

- ◆ 11 members:
- ◆ Lieutenant Governor;
- ◆ Executive Directors of Department of Human Services, Public Health and Environment, Natural Resources, and Local Affairs;
- ◆ Two official representatives each from Southern Ute and Ute Mountain Ute tribes;
- ◆ Two at-large members.

CCIA

- ✦ Other state and county agencies serve as ex-officio members to provide advice and guidelines on the agencies' federal or state obligations affecting American Indians.



CCIA

- ◆ Statutory duties include:
- ◆ Coordination of intergovernmental dealings between tribal governments and State;
- ◆ Investigating the needs of Indians in Colorado;

CCIA

- ✦ Cooperating with and securing assistance of local, state, and federal governments in formulating and coordinating programs regarding Indian affairs;
- ✦ Reviewing legislation and amendments to existing legislation affecting Indians;

CCIA

- ✦ Studying existing status of recognition of Indian groups, tribes, and communities;
- ✦ Contracting with public or private bodies to provide services and facilities for promoting welfare of Indian people;

CCIA

- ✦ Making legislative recommendations;
and
- ✦ Making and publishing reports on
findings and recommendations.



Part 2: Small Business Formation for Indian Entrepreneurs Seminars

- ✦ Prepared and given series of Business Seminars to American Indian communities from 2007 to Present.
- ✦ Would like to have this series online (e.g., Small Business Administration website).
- ✦ Would like to train group of volunteer lawyers to give these series for free to Indian communities in Colorado.

Small Business Formation for Indian Entrepreneurs Seminars

- ◆ Special seminars are needed since issues vary if business is in Indian Country or outside of Indian Country.
- ◆ Hands-on computer seminars need to be given as well for businesses to register in Central Contractor Registration database. Indian communities needs hands-on assistance due to digital equality barriers (e.g., lack of computer skills, computer access, etc.)

Small Business Formation for Indian Entrepreneurs Seminars

- ◆ Seminars to date include:
- ◆ Small Business Formation: Legal Structure and Licensing
- ◆ Federal and State Taxation (In and Outside of Indian Country)
- ◆ Understanding Financial Statements
- ◆ Small Business Administration Opportunities

Small Business Formation for Indian Entrepreneurs Seminars

- ◆ Employment and Labor Law
- ◆ Contract Terminology
- ◆ Marketing Your Art
- ◆ Marketing in Tough Economic Times
- ◆ Indian Allotment Taxation Issues

Small Business Formation for Indian Entrepreneurs Seminars

- ✦ The seminars focus on achieving a comprehensive understanding of business formation issues affecting Indian entrepreneurs.

Part 3: Issues that Need to Be Addressed in Starting A Business

- ◆ Define the business (Who is doing what, how, when and where).
- ◆ Business Plan; Marketing Plan; Financial Plan.
- ◆ Select a business name not already registered with State or Federal government.

Starting A Business

- ◆ Select and register legal structure.
- ◆ Determine legal requirements, such as Employment and Labor Law.
- ◆ Establish a relationship with a bank and open a business bank account.

Starting A Business

- ✦ Determine and secure necessary insurance coverage.
- ✦ Network with other small business owners.
- ✦ Register in Central Contractor Registration database if applicable.



Part 4: Factors Affecting Business Structure

- ◆ Personal needs (desire to work alone)
- ◆ Location (In or Outside of Indian Country)
- ◆ Competition (profit feasible?)
- ◆ Product/Services offered (risk level)
(In or Outside of Indian Country)

Factors Affecting Business Structure

- ◆ Labor pool
- ◆ Financing (easier to obtain with more parties in business)
- ◆ Flexibility in decision-making
- ◆ Future of the business (sole proprietorship v. corporation)

Part 5: Critical Issues

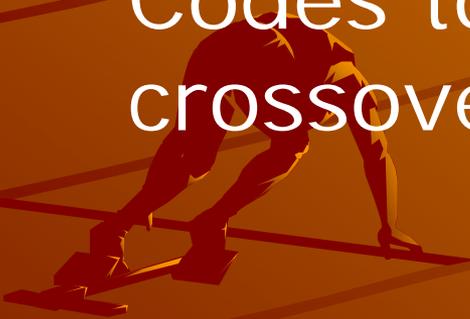
- ✦ 1. Legal liability – risk of proposed business
- ✦ 2. Tax implications– personal income tax rate v. corporate tax rate; preemption of certain state taxes within Indian Country
- ✦ 3. Cost of formation and recordkeeping
- ✦ 4. Flexibility
- ✦ 5. Future needs (impact of retirement, death or sale of business)

Part 6: Federal Contractor Certification (FCC)

- ◆ Designed to provide businesses that engage in government contracting with fundamental knowledge and skills to successfully compete for and perform on a government contract.
- ◆ Series of free on-line training modules provided by Defense Acquisition University.
- ◆ Register through a participating Procurement Technical Assistance Center.

Part 7: Tribal Business Codes

- ◆ Need for Tribal Business Codes.
- ◆ Need for uniformity and consistency.
- ◆ Need to correlate with State Business Codes to assure State/Tribal crossover.



Part 8: Helpful Resources

- ◆ **Small Business Development Centers**
- ◆ **SCORE (Service Corps of Retired Executives)**
- ◆ **Native American PTACs (Procurement Technical Assistance Centers)**

Thank You!!

◆ Please feel free to ask any questions.

