



TWO RIVERS

COMMUNITY DEVELOPMENT CORPORATION

Daucey Brewington

OVERVIEW

SBA mission:

Plan, Manage and Grow small businesses

Tribal Government mission:

To provide for the welfare of its citizens

Innovation

Tribally owned companies

Grant funded programs

Government to Government Partnerships

SBA Assistance

SBDC

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Lending

SBA Technical Assistance

Business Plans

Marketing Plans

Marketing Materials

Social Media

Partnering

Contracting

What Do Tribes Do?

- Fishery Program
- Housing Program
- Solar Program
- Natural Resources Program
- Hospitality Program
- Law Enforcement Program
- Hotel and Casino Operations

Innovative Opportunities

Grant Funded Operations

- Housing
- Natural Resources

Enterprises

- C-store
- Hotel
- Casino

Innovative Mechanics

Create New Company: Newco, LLC

- NAICS Code: 561320 Staffing

Newco LLC contracts with tribe

- Provide 2 positions for housing, 1 for Voc Rehab, 2 for health programs

Newco LLC

With the 5 transferred employees, Newco has

- \$50k plus 20% = \$60,000 per person per year
- 5 employees = \$300,000 per year contract (Current)
- 5 year contract = \$1,500,000 (Backlog of work)
- Government contracting experience (Tribe)

Other Areas

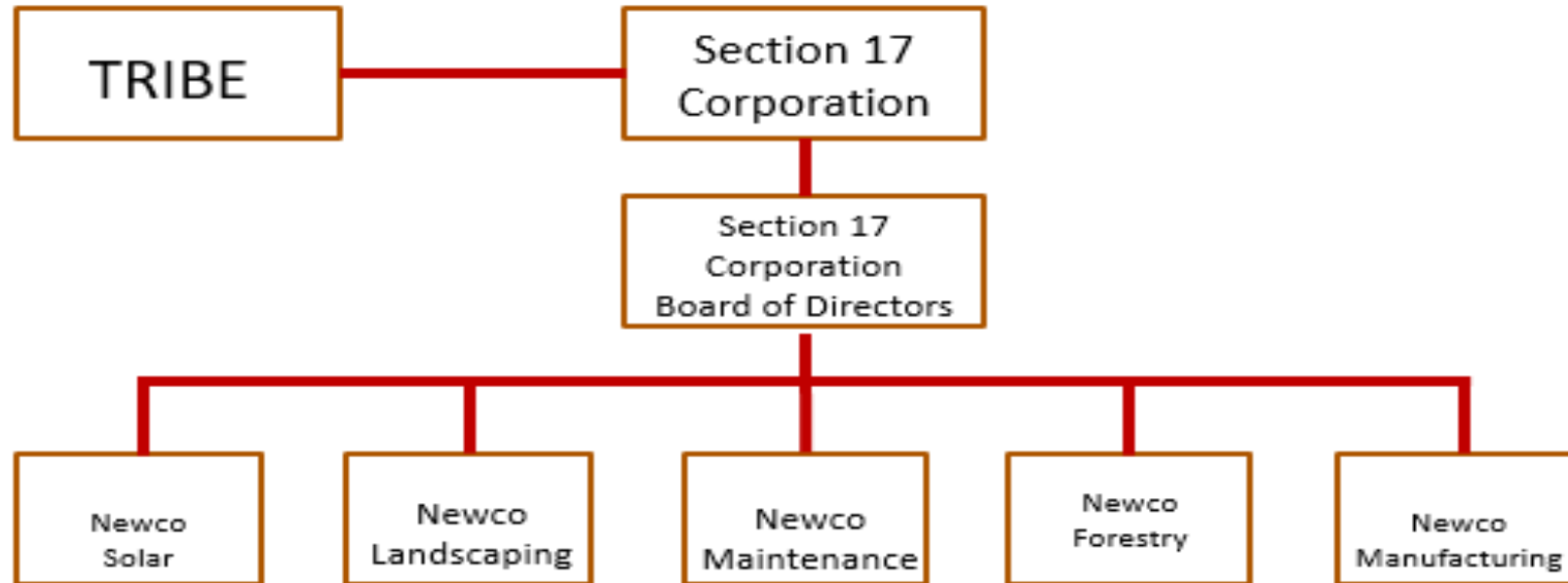
Landscaping and Grounds Maintenance

Forestry and Natural Resources

Facilities Maintenance

Professional Services

Sample Org Chart



The Board of Directors of the Corporation has control over the direction and business activities of the Corporation.

The Tribal Council is not involved in the day-to-day activities of the Corporation, but rather sets strategic economic policies for the Tribe.

Corporation can create or acquire multiple subsidiaries.

Factors to Consider

Grants allow indirect: generally 25-40% for Tribes.

Grants do not allow indirect on sub-contracts

Sub-contractors are EXPECTED to make a profit

Tribe can include Newco, LLC in grant applications

The profit going to Newco LLC offsets the reduction of indirect; total monies to the tribe are the same.

Organizational Structure

Section 17 Corporation (federally recognized tribes only)

- Non-profit, tax exempt, perpetual, 100% tribally owned
- Can charter for-profit subsidiaries
- Can create partnerships, LLC's
 - Tax exempt and non-affiliated

Tribal Advantage

BIA list of federal tribes

- Buy Indian Act
- Indian Incentive Program

HUD: NAHASDA

SBA

- 8a – Federal and State recognized tribes

Other: National Minority Suppliers Development Council

Summary

- Tribal governments provide services to their citizens.
- Tribes often contract for some of these services.
- Tribes can create company and contract with themselves
- Tribes can also contract with other government agencies
 - Federal, State, Local, other tribes, and commercial entities
- All as a result of leveraging existing programs



Questions?

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