



NATIONAL CENTER FOR AMERICAN
INDIAN ENTERPRISE DEVELOPMENT

2022 ANNUAL REPORT



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“The National Center is really the hub of the entrepreneurial ecosystem in Indian Country.”

Casey Lozar
Vice President of the Federal Reserve Bank of Minneapolis and Director of the Center for Indian Country Development

Creating Positive Change in Indian Country

Thank you for reading our 2022 Annual Report. Whether you are intimately involved in our 53-year-old organization or have only recently been introduced to it, I hope this report provides insight into how “We mean business” for Indian Country. This is my sixth year as president and CEO of The National Center for American Indian Enterprise Development, and I am thrilled about our work and how far we have come as an organization.

There is no way to describe 2022 other than incredible. From expanding our client base and partnerships, to launching new programs and focus areas, to strengthening our financial footing, to growing both the footprint and staff of The National Center, or scoring major policy wins in Washington, DC, there are almost too many highlights to count. We do our best to capture as much as we can in our 2022 Annual Report.

Though it may sound counterintuitive, 2022 was unique precisely because it started to feel normal again. After two years of living through a global pandemic that wreaked havoc on our communities, in 2022 in-person events were once again the norm rather than the exception.

We had the highest attendance at the Reservation Economic Summit (RES) in recent memory. Our clients and the organizations with which we work were able to plan for a post-pandemic future. Though we cannot ignore COVID-19 or let down our guard, 2022 showed that we are not just seeing light at the end of the tunnel; we are almost through it.

The theme at RES 2022—and indeed, the mission we carried throughout the year—was “Be the Change.” I implored attendees at RES and everyone associated with The National Center to not sit idly by while the world around us went through dizzying changes. It may sound cliché, but we must be the change we seek. “Be” is the shortest word in that phrase, but it is without question the most important. Everything we do at The National Center is done with the purpose of enacting positive change in our businesses, our tribal and Native communities, and our country.

Thank you again for the opportunity to serve this incredible organization. I hope you enjoy our 2022 Annual Report



Chris James
President and CEO

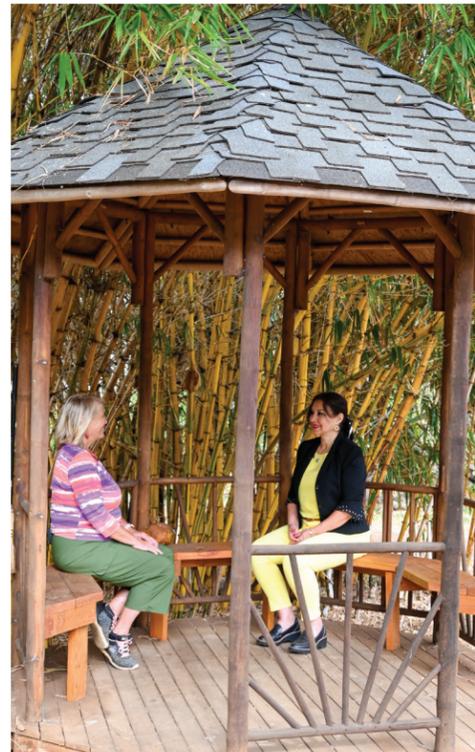
The Past is Prologue: Continuity and Change at The National Center

The National Center for American Indian Enterprise was founded in 1969 in Los Angeles and originally named the Urban Indian Development Association (UIDA). The seven leaders from the community who founded UIDA envisioned it as a grassroots economic development organization that would address some of the key issues facing their community.

53 years later, much has changed. The most obvious is the name—UIDA changed to The National Center for American Indian Enterprise Development in 1988. And of course, we moved southwest to Mesa, Arizona just two years later. We are also very much a national organization, with offices and employees across the United States. RES began as a small annual luncheon in the 1980s to the largest gathering focused exclusively on economic development in Indian Country.

Though the name and location have changed, The National Center for American Indian Enterprise Development has remained true to its mission of improving the economic well-being of Native people and Native communities.

The National Center's value can be found in the businesses and entrepreneurs we serve, partnerships we develop, and contracts we facilitate.



- 3,746 clients served
- \$4 billion+ in contracts awarded to clients
- 9 offices
- 20 employees
- 228 sponsors, from the largest companies in the world to small tribal enterprises
- 500+ alumni in the Native American 40 Under 40 Program
- \$ 8.7+ million in annual revenue
- 3,400 attendees at RES
- 221 attendees at our Native Edge Institutes (1,962 when accounting for the NEI at RES))

**The numbers tell an unambiguous story:
The National Center is a force for good
across Indian Country**

The National Center is Founded on Three Pillars

Several years ago, during a strategic planning session, we developed three unique pillars on which The National Center is founded. Though our work is diverse and varied, everything we do falls into one of these three categories: supporting Native-owned businesses, leading the policy conversation in Washington, DC, and creating new opportunities, both at home and abroad.

“As the go-to organization for Native business, The National Center for American Indian Enterprise Development continues to promote tribal entrepreneurship across the country, and with their new Exports Program, across the globe.

Jeff Barehand
Owner and CEO, Skybear Media

Bolstering and Growing Native-Owned Businesses

Our work is now focused on more than 1,100 clients that we serve, as well as the countless other businesses and entrepreneurs that benefit from our programming and expertise. No other organization in America is focused exclusively on tribally and Native-owned businesses; we take our mission seriously.

Whether through RES, the Native Edge Institutes, or our other programming, **The National Center offers unsurpassed programming** to Native and tribally owned businesses of all sizes.

Connecting countless businesses and entrepreneurs with new opportunities, accounting for more than \$5 billion in contracts and 80,000 jobs over the last 20 years.

Opening doors for **qualified Native suppliers to enter the supply chain of Fortune 1,000 companies**, and fostering lasting and long-term relationships with these corporate titans.

Scoring Wins in Washington, DC

There have been incredible wins for Indian Country in Washington, DC over the last two years, with historic investments across our communities. These policy victories would not be possible without the concerted advocacy efforts of Native organizations, including The National Center.

Supporting and advocating for the passage of the bipartisan Infrastructure Investment and Jobs Act, which allocated a total of **\$13 billion for Indian Country** for clean drinking water, high-speed internet, roads and bridges, and climate resiliency.

Opening a new office in Washington, DC through a partnership with CREATE/NCGrowth at the University of North Carolina-Chapel Hill, providing us an even greater foothold and presence in our nation's capital.

Building stronger relationships with key members of Congress, the administration, and other federal officials who work in Native American, Alaska Native, and Native Hawaiian policy.

Leading on federal policy, including providing organizational support for legislation that will create an Office of Native American Affairs at the Small Business Administration and improve the Tribal Energy Loan Guarantee Program.

Opening New Opportunity –at Home and Abroad

One of the primary challenges that many Native and tribally owned businesses face is access to capital. The National Center serves as a connector between financial institutions and businesses that need the resources to take the next step. We also understand the importance of growing markets, both at home and abroad.

Establishing and Capitalizing Native Edge Finance, Inc., a Native community development financial institution (CDFI). Native Edge Finance will be an invaluable resource for tribes and Native-owned businesses that need the capital to make their business dreams a reality.

Through events like the Native Edge Institutes, B2B Matchmaking, and RES, **The National Center bridges the gap between capital and those that need it.**

Providing the training and resources needed to expand markets overseas through our Minority Business Development Agency (MBDA) Arizona Export Center, as well as trade-specific programming at National Center events and unique partnerships with companies and organizations focused on international indigenous trade.

RES2022

BE THE CHANGE

RESERVATION ECONOMIC SUMMIT

May 23-26, 2022 | Las Vegas, Nevada

Presented by:

res.ncaied.org

The National Center
for American Indian Entrepreneurship



Be the Change: How The National Center Moves Indian Country Forward

“Be the Change” was the theme for RES 2022. It reflected the tremendous change our community and our world have experienced over the last two years. A global pandemic. An awakening of the systemic challenges that our community faces. Discord in Washington reaching levels not seen in decades. Inflation rising to its highest levels since the 1980s.

The National Center didn’t run from change—we embraced it. You might wonder if an organization founded in the 1960s had become stale or averse to trying something new. Nothing could be further from the truth. The National Center is on stronger footing now than before the pandemic began, all because we sought to shape the change happening around us.

We continue to grow, with a new office in Washington, DC and a permanent presence in Las Vegas. We have more staff to meet the needs of our clients. We are the first Native organization to operate a Minority Business Development Agency Export Center. Our Procurement Technical Assistance Center is expanding, and established a presence in Louisiana. We’ve grown our Native Edge Institutes program and provided a virtual option when in-person attendance wasn’t feasible. We’ve been on the forefront of legislative victories in Washington that have brought unprecedented investment in Indian Country.

**The National Center has
embraced change—and thrived.**

The Programs at the Core of The National Center's Work

“We mean business” through our programs and services, which continue to grow to meet the needs of our clients and the businesses and entrepreneurs that benefit from our work.



American Indian Procurement Technical Assistance Centers (AIPTAC)

With offices in five locations across the United States and funded in part through an agreement with the Defense Logistics Agency, our American Indian Procurement Technical Assistance Centers feature experts that have helped countless businesses get the certifications they need, connect them to private and government-sector supply chains, and obtain the business education and training needed to take their business to the next level.

Native Edge Finance—a Native American Community Development Financial Institution

The National Center continues to capitalize what will be our own community development financial institution, Native Edge Finance. Once financed and operational, Native Edge Finance will provide The National Center with a new way to support Native and tribally owned businesses directly.



The National Center-operated Arizona MBDA Export Center

In 2021, The National Center became the first Native organization to operate an MBDA Export Center. Now called the Arizona MBDA Export Center and based at our headquarters in Mesa, the partnership with MBDA provides us with an even greater focus on international trade. The Arizona MBDA Export Center has hosted several events, and conducts a regular “Trade Talks” webinar series that features subject-matter experts.



MBDA Business Center

Trade is not the only area in which The National Center is partnering with MBDA. In 2022, MBDA awarded the organization with a grant to establish a Business Center on the East Coast. MBDA Business Centers assist minority-owned firms seeking to penetrate new markets. The East Coast Business Center, located in The National Center's Washington, DC office, opened in fall 2022.

Recognizing Current and Future Indian Country Leaders

One of the ways The National Center affects change is by recognizing and promoting the current and future leaders. The Native American 40 Under 40 Awards are now in their 12th year, and over 500 incredibly deserving young leaders have now been recognized through the program. We also recognize the individuals, tribes, and corporations that are leading Indian Country forward through our annual business awards.

How The National Center's Programs Impact Our Community



The impact of The National Center's programs can be felt in many ways—businesses served, contracts awarded, events hosted, connections made. See their impact for yourself:

American Indian Procurement Technical Assistance Center

- Signed up **127** new clients, for a total client base of 354 Native-owned businesses
- **354** active clients total
- Facilitated **1,065** government contracts, worth more than **\$630 million** in total value

MBDA Business Center

- Worked with **178** new clients, totaling **572** client hours
- Secured nearly **\$500,000** in capital for clients
- Established a partnership with The Indian Gaming Association

Native Edge Institutes and SBA 7(j)

- Hosted **9** Native Edge Institutes across the country
- Welcome **300** attendees to the events, with hundreds more tuning in online
- Trained **176** unique businesses
- Profiled the incredible stories of **11** Native business owners or leaders moving the economy forward

Nevada Outreach through SBA's Office of Native American Affairs

- Established partnerships with Nevada-based tribes and organizations, including the Intertribal Council of Nevada
- Earned nonprofit status in the State of Nevada
- Identified more than **1,700** potential clients out of the more than **3,400** attendees at RES

Arizona MBDA Export Center

- Total New Clients – **162** (Total Clients)
- Contract Awards Pipeline – **\$15M**
- Events – **29**
- Strategic Partnerships – U.S. Commercial Services, EXIM Bank, World Bank, SBA International Trade Association, Dineh Chamber of Commerce, Arizona Hispanic Chamber of Commerce, AZ District Export Council, Novica Marketplace and CA Black Chamber of Commerce.

The National Center Recognizes Visionary Leaders, Entrepreneurs, and Businesses

Native Woman Business Owner of the Year Award: Twila True, Co-founder of True Family Enterprises

Tim Wapato Public Advocate of the Year Award: Linda Cooley, CEO, Mad River Brewing Company

American Indian Leadership Award: Mary Walks Over Ice, COO, Native American Development Center

American Indian Business of the Year: Redline Media Group

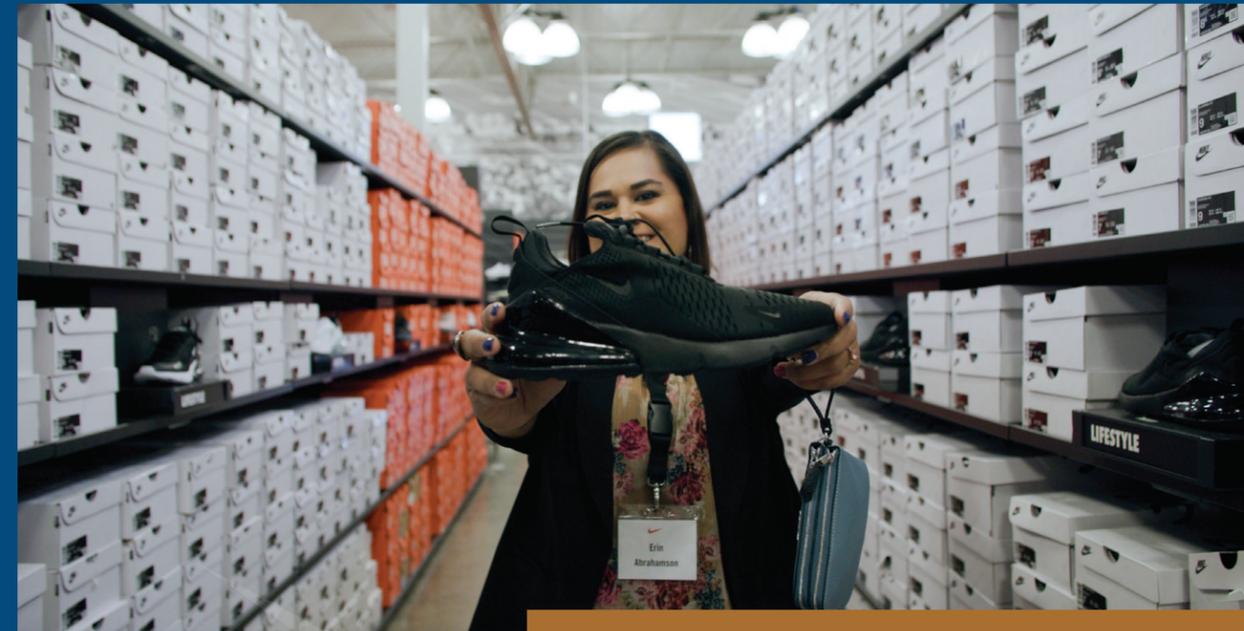
Corporate Advocate of the Year Award: Zoya Awan, Walmart

Tribal Gaming Visionary Award: San Manuel Band of Mission Indians

Congressional Achievement Award: U.S. Representative Teresa Leger Fernandez (NM)

A Record-Setting Gathering at RES 2022

More than 3,400 people gathered in Las Vegas for the 2022 Reservation Economic Summit—a record. More importantly, everyone at RES took something away that will help them on their business journey. Whether it was making new connections, hearing from fantastic speakers from U.S. Cabinet secretaries to legendary entertainer Wayne Newton, learning more about the present and future of Indian Country's economy, or taking advantage of our incredible new setting at Caesars Palace, RES offered something for everyone.



NEIs Bring The National Center to a Community Near You

Our Native Edge Institutes program continued to grow in 2022. We returned to a primarily in-person format, providing attendees the opportunity to directly interact with speakers and presenters and these unique, one-day business training events. In fiscal year 2022, we hosted five NEIs taking place in nearly every corner of the country. Whether it's access to capital, the latest in procurement rules and regulations, marketing, federal programs, or human resources, NEIs are a one-stop shop for both budding and established entrepreneurs to take their next step.

NEIs are made possible through the generous financial support and partnership of companies such as KeyBank Foundation, ArcticIT, and GovContract Pros in addition to federal partners in the Small Business Administration and Minority Business Development Agency. We hope to see you at an NEI in a city near you.

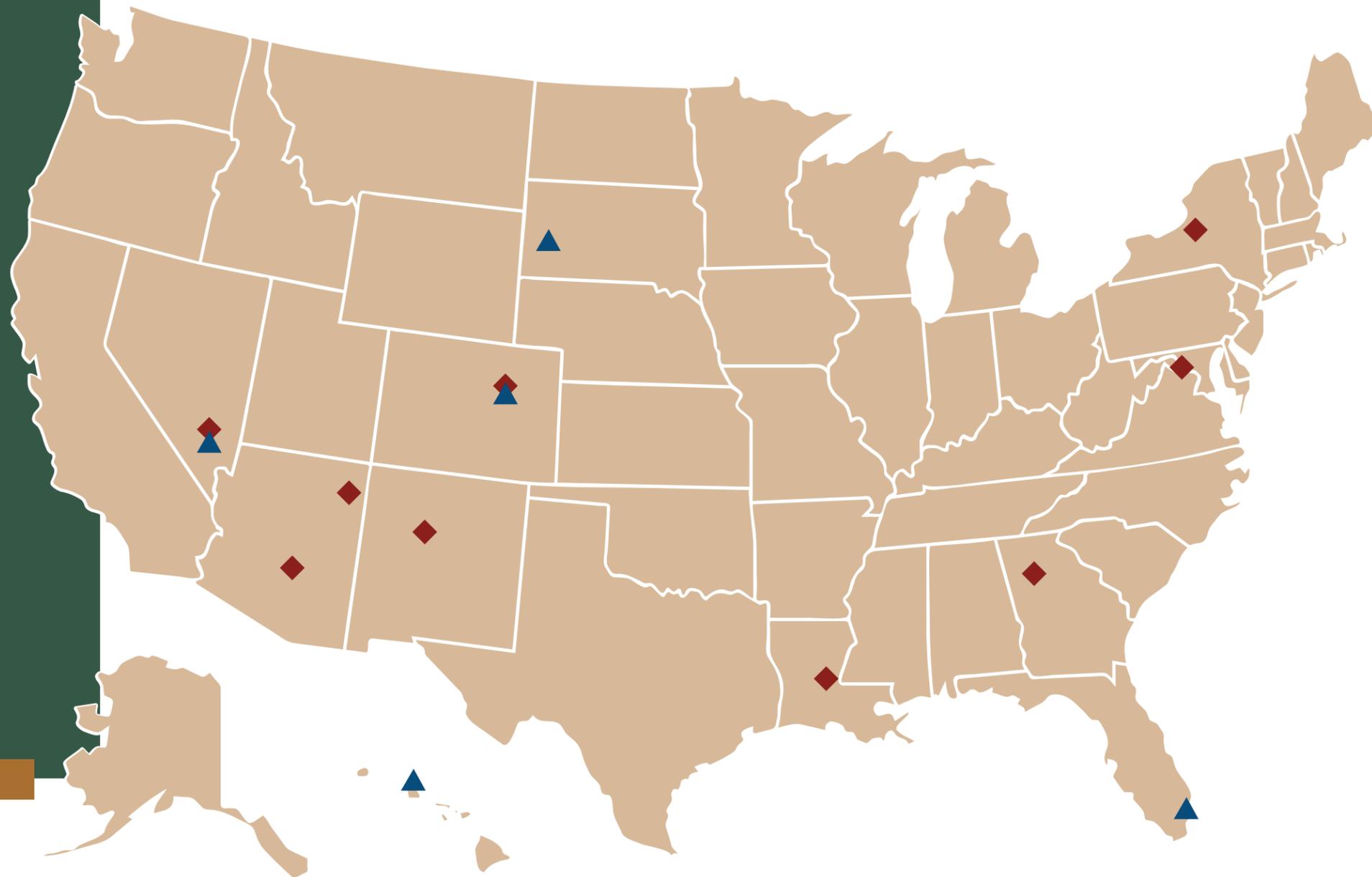
“This Native Edge Institute support is really acknowledging the effectiveness of the program and how they've implemented it. That's what motivates support for our company. We have similar values, similar efforts, and are both accomplished in bringing financial solutions to the underserved.”

Mike Lettig
National executive and founder of KeyBank's Native American business unit.

A Growing National Footprint

The National Center is truly a national organization. We now boast nine permanent offices across eight states, including recent additions in Las Vegas and Washington, DC. Our Native Edge Institutes and other programming take us to every corner of the country, ensuring all Indian Country has access to the services and expertise our organization provides.

Check out where we were in 2022.



▲ NEIs/Other Events

- Rapid City, SD
- Hollywood, FL
- Honolulu, HI
- Denver, CO
- Las Vegas, NV

◆ Office Locations

- Mesa, AZ (Headquarters)
- Washington, DC
- Las Vegas, NV

PTAC Offices:

- Marietta, GA (PTAC Headquarters)
- Liverpool, NY
- Albuquerque, NM
- Window Rock, AZ
- Denver, CO
- Marksville, LA

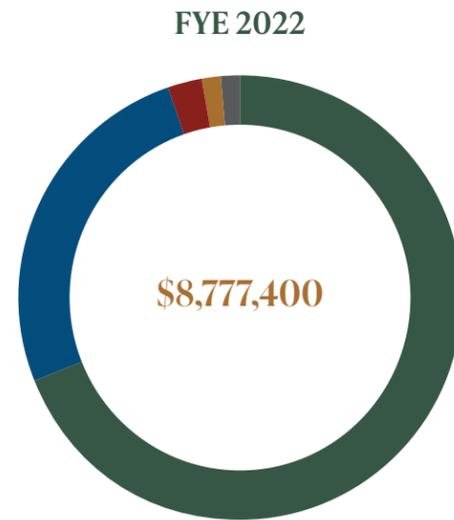
A Historically Strong Financial Year

Fiscal year 2022 was an incredibly strong financial year for The National Center. Fueled by hosting two successful Reservation Economic Summits in a single fiscal year, The National Center generated \$8.78 million in revenue in 2022—a more than threefold increase from 2021.

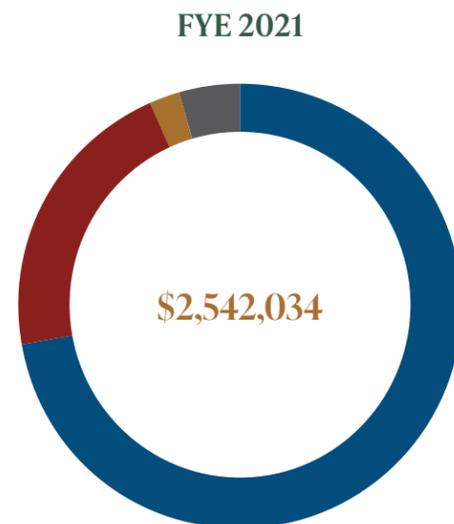
While RES 2021 occurring in FY2022 explains part of the windfall, it is not the entire story. Grants and other government funding increased by over \$400,000 in FY2022. Ad sales for NC Magazine more than doubled. Total assets at the close of FY2022 were more than \$1.3 million greater than at the close of FY2021.

Our organization begins 2023 on unprecedented financial footing, thanks to the work of our staff and the generosity of our sponsors and partners. Our financial strength opens new doors to advance Indian Country's economy.

NOTE: The National Center's fiscal year is July 1 – June 30.



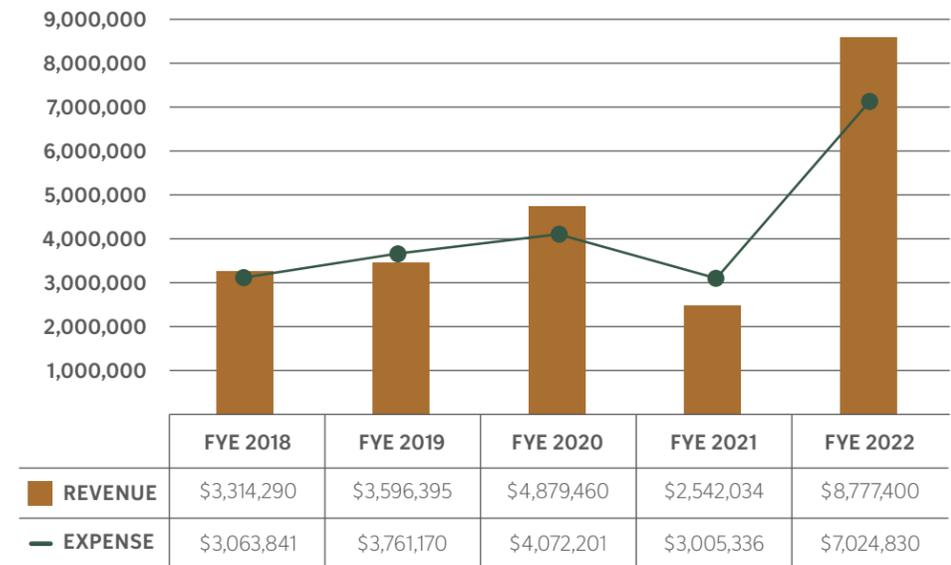
- 69.2% | Conferences
- 25.8% | Government Grants
- 2.5% | Contributions
- 1.4% | NC Magazine Ad Sales
- 1.2% | Other



- 0% | Conferences
- 72.4% | Government Grants
- 21.1% | Contributions
- 2.2% | NC Magazine Ad Sales
- 4.3% | Other



5-Year Revenue Over Expense



FYE 2022 Balance Sheet

ASSETS	
Total Checking/Savings	\$3,123,684
Total Accounts Receivable	\$1,198,050
Total Fixed Assets	\$340,083
TOTAL ASSETS	\$4,661,817
LIABILITIES & EQUITY	
Total Current Liabilities	\$1,588,186
Total Long Term Liabilities	\$421,353
Total Equity	\$2,652,278
TOTAL LIABILITIES & EQUITY	\$4,661,817

Our Talented Team

Board of Directors



CHRIS JAMES
President & Chief
Executive Officer



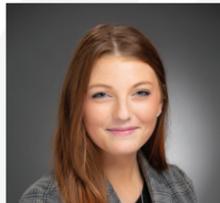
ERIN ABRAHAMSON
Chief of Staff



RICH YEHLING
Chief of Finance



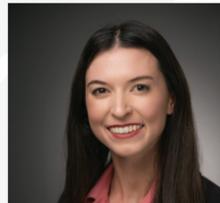
TRICIA GROSSMAN
Staff Accountant



LAURYN ROSS
Financial Assistant



YVETTE FIELDER
Program Director



ALEXANDRA RUMBAUGH
Program Coordinator



AMBER CHILDS
Business Development
Specialist



JOAN NOTAH
Export Business Director



KYIA JACKSON
Export Business Specialist



EMERALD SKYE BYRD
Public Relations Coordinator



JESSAMYN TRACY
Project Director



GEORGE WILLIAMS
Program Manager (GA)



KATHLEEN WEEKS
Office Manager (GA)



ADOLFO VASQUEZ
Procurement Specialist (NM)



MABEL TSOSIE
Procurement Specialist (AZ)



CRYSTAL PIERCE
Procurement Specialist (NY)



STAN SAM
Procurement Specialist (CO)



CHRIS JEANSONNE JR
Procurement Specialist (LA)



DERRICK WATCHMAN
Chairman
Navajo



BURTON WARRINGTON
Vice-Chairman
Prairie Band Potawatomi



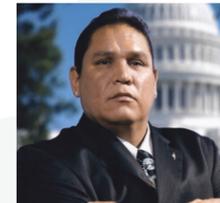
HELVI SANDVIK
Treasurer
Inupiaq



KIP R. RITCHIE
Secretary
Forest County Potawatomi



CHARLIE GALBRAITH
Director
Navajo



ERNIE STEVENS, JR.
Director
Oneida



JANA TURVEY
Director
Alutiiq/Sugpiaq



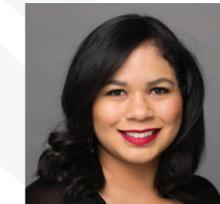
JOAN TIMECHE
Director
Hopi



JOEL FRANK, SR.
Director
Seminole



JOHN ECHOHAWK
Director
Pawnee



LILLIAN SPARKS ROBINSON
Director
Rosebud Sioux



LYNN DEE RAPP
Director
Oglala Sioux



MARGO GRAY
Director
Osage



RONALD J. SOLIMON
Director
Laguna Pueblo



WILLIAM LOWE
Director
Muscogee Creek

Our Generous Sponsors Are Vital to Our Important Work

Alaska Airlines	Calista Corp	Ethel Branch Campaign	Intertribal Software Inc.	Mutual of America	Office of the Comptroller of the Currency	Sister Sky Inc.	U.S. Department of Energy - Office of Indian Energy
Alaska Native Renewable Industries	Canadian Trade Commissioner Service	EXIM Bank	Island Mountain Development Group	NANA Management Services	Ogoki Learning Inc.	SkyBear Media	U.S. Department of the Interior, OSDBU
All Native Group	Carollo Engineers Inc.,	Federal Deposit Insurance Corporation (FDIC)	ItemGrabber	National Medical Imaging Clinic, Education & Research Centre	OpenAire	SmokeFire Media	U.S. Small Business Administration
Amaktoolik Studios, LLC	Cayuse Native Solutions	First American Petroleum / Cougar Den	JPMorgan Chase & Co.	National Science Foundation	Opus Consulting	Soaring Bird Solutions LLC	United American Indian Involvement, Inc.
Amazon Business	Cedar Band Corporation	First Peoples Worldwide	Junior Achievement USA	Native American Bank, N.A.	Palm Mortuary	Sonoran Pueblo Contracting, LLC	United States Postal Service
American Indian Alaska Native Tourism Association	Chippewa Harvest LLC	Flatwater Group	Kalispel Metal Products	Native American Development Corporation Procurement Technical Assistance Center (NADC-PTAC)	Peguis Consultation & Special Projects Inc.	Sovereign Nations Insurance	United States Securities and Exchange Commission
American Indian Consulting Services (AICS)	Chugach Alaska Corporation	Genentech	KeyBank Native American Financial Services (NAFS)	Native American Women Warriors	Perodigm Media	Sovereign Resiliency Partners	UNITY - United National Indian Tribal Youth, Inc.
American Indian Graduate Center	CKP Insurance	Global Industrial	KIPI Radio Station	Native Americans in Philanthropy	Phoenix Wellbriety Circle	Spirit Healthcare Group	UPS
American Petroleum Institute	Clear Cloud Solutions, Inc.	Google	Kiva Capital Group	Native Canadian Chip Corporation	PilieroMazza PLLC	Spright Drone Solutions	U.S. Census Bureau
AMERIND	Clearinghouse CDFI	GovContractPros	KlasRobinson Q.E.D.	Native Fitness.ORG	Pinnacle Bank/Meskwaki Nation	Square, Inc.	USDA Rural Development
AMES 1, LLC	Color Graphics	Grand Canyon Resort Corporation	Knight Simon Ventures, LLC	Native Health Advisors	PNE Construction	SweetGrass Trading Company	USI Consulting Group
Anthem - Amerigroup	Comanche Construction, LLC	Greenfields Outdoor Fitness	Koahnrc Broadcast Corporation	Native Nations Institute, University of Arizona	Potawatomi Business Development Corporation	Tallchief Hemp	Van Ness Feldman LLP
Arcticom/Bering Straits Native Corporation	Command Holdings, A Pequot Company	Grey Snow Management Solutions	Koniag Government Services	Native Realities	Prescott Resort & Conference Center	Teton Trade Cloth	Waldorf University
AZ MBDA Export Program, NCAIED	Coushatta Tribe of Louisiana	Guzman Energy	Korbyt	Navajo Nation Division of Economic Development	Procter & Gamble Company	The Akana Group Inc.	War Chief Collection & Yakima Chief Hops
BAE Systems	Dan Begay Foundation for Excellence, Inc.	Heritage Distilling Company, Inc.	KRBR Consulting LLC	Navajo Nation Shopping Centers, Incorporated	Quarles & Brady	The Arbinger Institute	Washington State Department of Enterprise Services
Baker Tilly	Daybreak Star Radio	Hill International	Kyndryl	Navajo Power	Raytheon Technologies	The Boeing Company	Wells Technology, Inc.
Bank of America	Deschinny Communications	Ho-Chunk Capital	LACO Associates	Navajo Tourism	Red Lightning Couture	The National Center American Indian PTAC	Wenaha Group
Beam Paint and Colour Incorporated	Dine Development Corporation	Ho-Chunk, Inc.	Lincoln Financial Group	NEXT VOTING	Redtail Accounting	Three Affiliated Tribes	Wild Horse Pass Development Authority
Big Fire Law & Policy Group LLP	Dobyns Patterson Learning	Holland & Knight	Lockheed Martin	Nez Perce Tribe - Nimiipuu Energy	RNT Professional Services, LLC	Toof	Xilayne LLC
Big Grassy First Nation LP	Doyon Government Group	Home Depot	M3	Nike	Rockefeller Equity	Trane Technologies	Zona Verde Inc.
Black Fox Strategy LLC	Doyon, Limited	Hoopa Valley Tribe	Maarsii	NMS	Rosebud Office Solutions	Travois	
Blue Stone Strategy Partners	DreamCatcher Hotels	Horrocks Engineers	Mayo Clinic	Noo-Kayet Investments	Rosette, LLP Attorneys at Law	Tribal Behavioral Health, LLC	
BOK Financial	DREAMCATCHER PROMOTIONS	Hunter Shelters	McCabe CPA and Consulting Group, LLC	Northern Wings	Rx Destroyer	Tribal Convenience Store Association	
Bold Concepts Inc.	DSGW Architects	Indian Land Tenure Foundation	McGraw Hill	Northrop Grumman Corporation	Sacred Path/Tribal Border Alliance	Tribal Health, LLC	
Brunton Architects and Engineers	DT-Trak Consulting, Inc	Indian Nations Conservation Alliance	McGraw Hill	Office of Indian Economic Development	Salesforce	Tribal Solutions Group	
Bureau of Indian Affairs Division of Energy and Mineral Development	DWH Corp	Indigenous Health	MEDNET Labs		Schwabe Williamson & Wyatt	Tribal Tech, LLC	
Buy Indian Medical	Eastern Band of Cherokee Indians	Indigenous Pact	Meta		SCTCA dba Tribal Print Source	TRIIA	
Caesars Entertainment	Eighth Generation	INMED at University of North Dakota	MGM Resorts		Seal for Life Industries	Turtle Mountain Hand Sanitizer Biini	
	Entertribe	Inter-Tribal Council of Nevada	Mid Star Lab, Inc.		Seka Hills	Twelve Clans, Inc.	
	EPCE		Midax Inc.		Seneca Promotions	U.S. Department of Energy - Loan Programs Office	

The National Center for American Indian Enterprise Development

953 E. Juanita Avenue
Mesa, AZ 85204

480.545.1298 | info@ncaied.org

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