Ysleta del Sur Pueblo

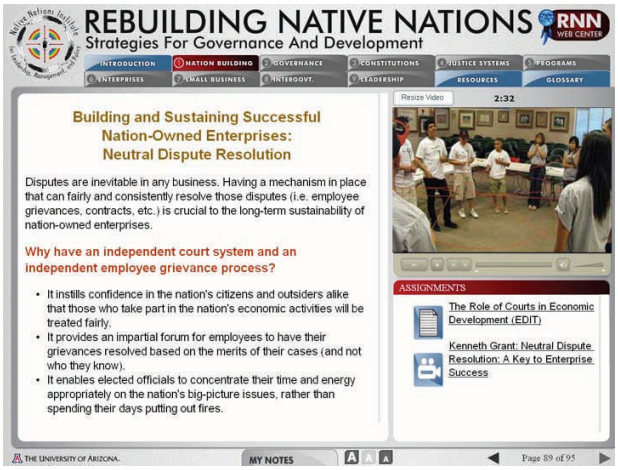
ECONOMIC EDITOR

Volume 4, Issue 1 September 2009

Long Distance Learning Center

As part of the Pueblo's commitment to achieving its self-determined community and economic development objectives, the Economic Development Department (EDD) is providing Nation Building services to foster capable, culturally appropriate governing institutions, and cultivate effective Ysleta del Sur Pueblo (YDSP) leaders. In order to directly engage YDSP citizens EDD continues its Nation Building process, and is taking the Nation Building program of study one step further. To reach a larger community target and ensure greater access the EDD is introducing a technology based curriculum project.

Utilizing the Tigua-IBM Technology Center as the educational venue, the RNN-DLC Pilot Project partners YDSP with Native Nations Institute and Harvard Project on American Indian Economic Development (NNI-HPAIED) to educate Tigua citizens and employees about their role in Tigua Nation Building through the dissemination and piloting of a cutting-edge distance-learning curricula called "Rebuilding Native Nations: Strategies for Governance and Development," currently being designed by NNI-HPAIED.



The pilot project features three stages: Project Organization, Design and Promotion (Month 1), Project Pilot and Pilot Assessment (Months 2-5), and Project Evaluation (Month 6). The following is a brief overview of project objectives and expected outcomes. This project is funded by the Department of the Interior (DOI) at $50,000. The DOI has been extremely instrumental and supportive of YDSP Economic Development and Tigua Nation Building projects. *Continued on back cover*

> **"This course examines the critical self-governance and development challenges facing Native nations…" NNI Curriculum**

Target Tigua AmeriCorps Planning Project

Earlier this year, the Economic Development Department received an AmeriCorps planning grant. AmeriCorps is a program of the Corporation for National and Community Service. Its mission is "to improve lives, strengthen communities, and foster community engagement through service and volunteering." The goal of AmeriCorps is to meet pressing, unmet needs through service and to renew the ethic of civic responsibility among citizens. AmeriCorps helps to develop more active citizens and strengthen communities.

The YDSP planning grant is entitled "Target Tigua" and is intended to plan and develop a volunteer program that contributes to the promotion of the Pueblo's community and economic development capacity building initiatives. The planning grant will ultimately mature into the Target Tigua AmeriCorps Department. The planning project kicked off with an assessment of the community's needs. Based on the assessment, it was determined that the primary focus of the project is to plan a volunteer program centered around economic development,

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Tiguapreneurship: Small Business Development Pilot Project

In 2008, the EDD developed Tiguapreneurship a small business development pilot project. The venture was designed to identify the needs of Tribal entrepreneurs and small businesses and use the findings to enable the Department to plan a program that will meet the needs of Tribal small business owners and future entrepreneurs. In collaboration with Joseph Advisory Services, LLC, the YDSP Entrepreneur Survey was administered to the Tribal membership. The outcomes demonstrated that the majority of tribally owned businesses had limited revenues. Average revenues were found to be below $50,000 with some incomes as low as $20,000 per year. The findings indicated that in order to increase revenues and success rates, the majority of tribal businesses were in need of small business development services.

The EDD then worked with Joseph Advisory Services, LLC to develop the "pilot" Tiguapreneurship curriculum and workshop. The first workshop was held on July 18, 2009. The agenda included the following:

Module 1: Who Am I and What do I Value?

Module 2: Basics of Entrepreneurship Part 1

Module 3: Basics of Entrepreneurship Part 2

Module 4: Business Planning

Module 5: Interactive Exercises

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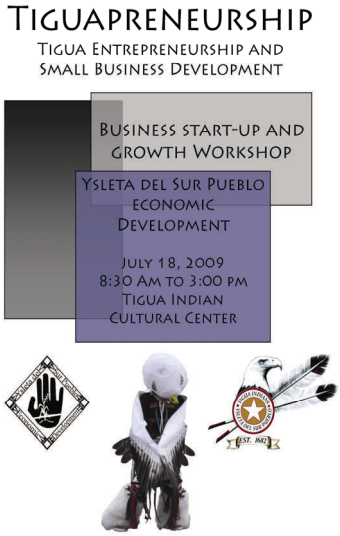
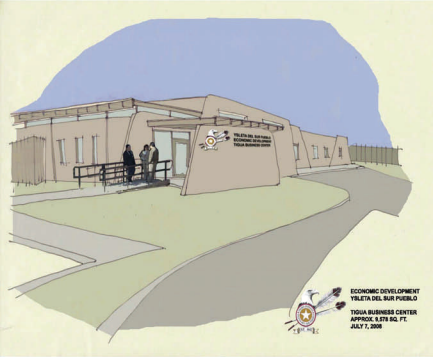


Economic Development to Oversee Transportation Planning

Transportation planning is a vital part of the Pueblo's community and economic development. In the summer of 2009 the EDD assumed responsibility for future transportation planning. The project will complement current EDD efforts to develop a zoning and land use plan. The EDD will oversee current YDSP Transportation projects that are already in progress such as the infrastructure and road developments in housing district II and the road revitalization in housing district I. In addition to current projects EDD will work with CEA Group to develop plans for use of future funding. EDD will be responsible for all projects reporting, garnering community input, planning, updating current plans as necessary and correspondence with funding agents.

The planning and maintenance of all Pueblo infrastructure development roads is essential to the Pueblo's future. In addition to roads located within the lands of the Pueblo, the EDD and CEA Group must maintain an accurate inventory of all roads that connect Pueblo roads, such as Socorro Road that provides access to district I and district II. The Pueblo road inventory, assist the tribe with the garnering of funds from the Federal Highway Administration to future projects and maintenance.

Tigua Business Center



As highlighted in the previous newsletter, the Ysleta del Sur Pueblo Economic Development Department was awarded a $1.2 million dollar EDA Public Works grant to create the Tigua Business Center (TBC). The TBC will be housed at 9180 Socorro road at the former Texas Department of Transportation offices. Once operational the TBC will support economic development initiatives and business support services essential for new business development on Pueblo lands. The TBC will house and incubate the *Tigua Inc. Development Corporation and* foster support services to Tigua members with entrepreneurship goals and incubate at least two tribal members businesses with office space if business entities meet incubator criteria pre-requisites. The architectural and engineering contract was awarded to CEA Group. The contract is being finalized and the design phase is the next juncture of the project.

Target Tigua:

Continued from cover

but will also address other urgent needs that were brought to light by means of the assessment. In partnership with the Empowerment Program, the Economic Development Department will develop customized training for tribal members. Core training objectives are entrepreneurship, financial literacy and Nation Building. The EDD is also currently in the process of developing AmeriCorps volunteer member "train the trainer" modules and curricula for entrepreneurship development, financial and credit literacy.

Target Tigua will also work with Tribal departments in the implementation of community focused projects that will build the capacity of programs and individuals. *Continued on Page 5*

Tigua Community Foundation

In December of 2008 the Tribal Council appointed the first Tigua Community Foundation Board of Directors to serve on the newly created tribal non-profit corporation. The Tigua Community Foundation has been created under provisions in the Pueblo's Business Corporate Code. The main purposes of developing this not-for-profit corporation to gain access to funding that is available to non-profit organizations and maximize the Pueblo's ability to bring external funding through foundations and other entities and effectively fundraise for community development objectives. Although the Tigua Community Foundation was established at YDSP, several applications need to be filed with the IRS and state to obtain 501(c) 3 status.

The five-member Tigua Community Foundation Board includes:

Rudy Cruz
Frances Guerra
Christy Munoz
Joe Sierra Jr.
Chris Gomez

The board will work diligently with the EDD to review funding opportunities and provide community input on proposed projects. Additionally the board will develop and adopt bylaws for the foundation and act as signatories for the corporation.

Grants Management Garners Funding for Projects that Help the Tribe Prepare for the Future

As part of its strategic plan, the Economic Development Department decided to broaden its scope to include a Grants Management division that was established in December 2008. Economic Development has set out to ensure that the Department is addressing current YDSP challenges as well as aiding to provide for next generation of Tigua needs. The Department has worked diligently to acquire resources and develop programs for YDSP agencies and departments through program development that produce a set of strategies to build agency and tribal member capacity.

As noted in 2008 Year End Report, EDD applied for a total of $2,892,603 in grants and was able to secure $2,282,075. Examples of awards include the $1.2 million dollars Economic Development Administration grant to establish the Tigua Business Center that will be housed at 9281 Socorro Rd as well as the establishment of the T-Life Library Enhancement Grant housed in the IBM Technology Center.

The announcement of the American Recovery Act economic stimulus initiative implemented by President Obama and the various funding opportunities have resulted in a diverse set of project proposals submitted to various federal agencies. In 2009, the Department applied for $4,190,092. To date YDSP has been awarded $1,386,274 of the proposed funding. It is the Economic Development Department's intention to ensure that grants funded project goals and program objectives aid to bring real and lasting change that makes a difference in the life of all Tiguas. Grants Management has made significant strides and has acquired several funding resources that will support YDSP's ability to assert its right to govern provide services to tribal members and protect its jurisdiction and sovereignty.

Website Enhancement Project

Another of EDD's projects is the development and maintenance of the YDSP Website. Originally developed as an exclusive economic development site, it has grown into a tribal-wide website. At first, insufficient resources limited further development of the site. The EDD was able to garner additional funding and human capital that contributed to the advancement of the site. User friendly, more informative and aesthetically pleasing improvements were a result of the investment. The EDD increased its services from Stanton Street Group website host provider to include website maintenance as well as a project to revamp the site's design by incorporating drop down menus and newsletter and calendar capacity. For breaking Tigua News please visit *www.ysletadelsurpueblo.org*

TIGUA INC.

The Tigua Inc. Board names Ray Chiarello as the Tigua Inc. Chief Executive Officer. In its first year of operation Tigua Inc. focused on establishing necessary board governance polices, corporation infrastructure and financial accounting systems. The Corporation also restructured Big Bear Oil Transportation and Distribution Companies, took over management of the Tigua Smoke Shop and established Tigua Capital Inc. Tigua Inc. is now focusing on acquiring a company suitable to federal contracting that will profit from Native American contracting and procurement preferences. In addition to current duties, Tigua Inc. is diligently working to have Tigua Services Inc. (formerly Big Bear Oil and Big Bear Transportation) gain Small Business Administration certification that would expand the company's ability to pursue contracts with federal government agencies.

Tigua Inc. Chief Executive Officer Selected: On September 3, 2009 the Tigua Inc. Board of Directors formally appointed Ray Chiarello to be Tigua Inc. Chief Executive Officer (CEO). Mr. Chiarello previously held the position of Tigua Inc. Chief Financial Officer and was acting as the Interim CEO since March of 2009. "Tigua, Inc. is now well-positioned to pursue its business growth strategy and we are excited about tackling the challenges necessary to help us meet our goals." Mr. Chiarello is a graduate of Virginia Tech University and brings extensive experience to the position.

Tribal Council appoints Rudy Cruz and George Candelaria as Tigua Inc. Board members. Tigua Inc. has also unveiled its newly established website. Go to: *www.tiguainc.org*.

"Tigua, Inc. is now well-positioned to pursue its business growth strategy and we are excited about tackling the challenges necessary to help us meet our goals." Ray Chiarello, Tigua Inc. CEO

New Partnership to Deliver Economic and Community Development Training

The Ysleta del Sur Pueblo Economic Development Department has established a new partnership with First Nations Development Institute (FNDI) to deliver economic and community development training. FNDI promote three approaches to American Indian reservation development that include: 1) *Educating Grassroots Practitioners, 2) Advocating for Systemic Change, and 3) Capitalizing Indian Communities*. FNDI specializes in training and technical assistance workshops. FNDI serves thousands of rural Native Americans.

FNDI worked with the EDD to deliver four training sessions. The first session "Program Development" centered around providing YDSP directors with tools and strategies required to develop, implement, maintain, and sustain effective programs in the nonprofit and government arenas. "Program Development" also demonstrated the importance of program evaluations on program impact and the various options in performing program evaluations. "Program Development" was facilitated by Jackie Francke, a member of the Navajo Nation. Also presented to Directors was a session on "Community Engagement" designed to aid YDSP programs to better understand what community engagement is. Community engagement is focused on getting the community involved; assessing community needs and goals; and recruiting community member representatives.

Additional training was targeted at EDD to prepare the Department to solicit, receive, and manage donations on behalf of YDSP and use such funds for exclusively public purposes consistent with Internal Revenue Code ("Code") Sections 7871(a) and 170. The 7871 presentation was delivered by Sarah Dewees. The third session "Nonprofit Board Development & Management" was facilitated by Ken Poocha of the Hopi Tribe. The training was intended to help YDSP nonprofit employees and board members to better understand their roles and responsibilities in serving on a non-profit board; understand nonprofit governance and operations and incorporate cultural values into effective board operations.

Session Participants in First Nations Develop-

Department of the Interior Visits YDSP

In July 2009, the Pueblo was visited by the Department of Interior (DOI). Walt Bonora and Anne Jennings visited the Pueblo to gather information about the Pueblo's recent economic and community development efforts. This meeting was especially important as DOI has become a very important strategic partner and has provided extensive nation building support. Projects supported by the DOI include the IBM Center, Economic Development nation building resources such as providing the dollars for the Harvard Project training, and the Long-Distance Learning Center currently in the works. DOI plans to highlight YDSP's nation building efforts on their website. The Tuy-Pathu Daycare pre-school children performed for the DOI during their visit. The Department would like to thank all departments that contributed to hosting the DOI.

Target Tigua AmeriCorps Planning Project: *Continued from Page 2*

This program is a comprehensive volunteer project that also incorporates complementary economic development related areas: such as the Volunteer Income Tax Assistance Program and the Long Distance Learning Center. The economic development track will incorporate promising practices from the Harvard Project for American Indian Economic Development, University of Arizona, Native Nations Institute, First Nations Development Institute Integrated Strategies Model as well as the Oweesta Financial and Asset Building curriculum.

Additionally the proposals are being crafted by Tribal departments to address Emergency Management, Environmental, Public Safety and a Youth Council. The proposed projects will be evaluated to determine if they meet the requirements and qualifications for Target Tigua and AmeriCorps. YDSP service projects are the primary means by which the YDSP Target Tigua AmeriCorps will accomplish its mission "to improve the Ysleta del Sur Pueblo community." Collaborating partners external to YDSP will include local universities, and small business development organizations. In addition, the EDD is currently developing policy and regulations for volunteer management, human resources, program management, member recruitment and training plans.

The rewards for AmeriCorps members include a deep sense of knowing they have made a positive difference in the lives of others, and to garner technical and interpersonal skills. Volunteer members are also eligible for an education award that will enable them to continue to excel in their education endeavors as well as a living allowance. Members of the Ysleta del Sur Pueblo will be eligible to apply for service with the Target Tigua AmeriCorps program. Target Tigua is expected to be implemented in the Spring of 2010.

Tiguapreneurship: Small Business Development Pilot Project: *Continued from Page 2*

The pilot training was facilitated by Beto Pallares of Joseph Advisory Services who introduced participants to core small business topics such as: strategies, values, goals, the market, revenue models, business plan overview, market research, and financial concepts. While the consultant developed the curriculum, the Department will work on a more comprehensive program using funding from the Administration for Native Americans and AmeriCorps. A full program is expected to be developed by December 2010 and in time for the opening of the Tigua Business Center.

The attendees of the first Tiguapreneurship course were:

- Rafael Gomez
- Eric Hernandez
- Richard Hernandez
- Nellie Lopez
- Joshua Ortiz
- Sal Quintana

Thank you to the participants in the pilot project and look for additional Tiguapreneurship training in 2010.

Ebetuel (Beto) Pallares

Facilitator of Tiguapreneurship

Tribal Member Business Spotlight

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Supporting Tribal Member Owned Businesses

Long-Distance Learning Center: *Continued from cover*

The RNN-DLC project is also dependant on YDSP collaborative and support from the Empowerment Program, EDD, Tribal Operations and Tribal Council. The RNN-DLC project also includes upgrades to the YDSP website to support a web-based extra-net that will permit tribal members and employees to log-in from remote locations and access future curriculums.

As explained by Native Nations Institute in its RNN Course Study Guide, "this course examines the critical self-governance and development challenges facing Native nations, and explores what is working, what isn't, and why?" The course is intended to strengthen a Tribe's ability to design self-guided strategies to reassert their command over their own tribal affairs.

The project is a partnership between the Empowerment Program and Economic Development Department. Patricia Riggs is serving as project manager. Deanna Rodriguez is the YDSP technical curriculum consultant and Ruben Carrillo of the Empowerment Department is a lab technician. Native Nations Institute curriculum developer is Ian Record, Ryan Seelau is the technical developer and the NNI Director is Joan Timeche.

Ysleta del Sur Pueblo was chosen as a test pilot site to assess the course and determine its feasibility as a Nation Building tool for other Native American communities. Due to its current Nation Building efforts the Pueblo was chosen as the first reservation based community to have access to the Rebuilding Native Nations curriculum. It is an honor to have been selected for this cutting edge project that will foster capacity building for tribes throughout the United States.

The EDD is hoping to target 75 – 100 participants to partake in the curriculum. Participation will include: enrolled tribal members, descendants, spouses, employees or any other persons who work with the Pueblo and want to learn about Nation Building in native communities. For more information regarding the Rebuilding Native Nations curriculum and project contact Patricia Riggs at priggs@ydsp-nsn.gov. Anyone interested in registering for Rebuilding Native Nations curriculum please contact Deanna Rodriguez at drodriguez@ydsp-nsn.gov or Melissa Senclair at msenclair@ydsp-nsn.gov or call the Economic Development Department at 915-858-8151. Also, checkout the Rebuilding Native Nations Long Distance Learning Center pilot project at:
www.ysletadelsurpueblo.org/economic_development.sstg?id=1&sub1=11

Economic Development awarded $124,044 from the Administration for Native Americans for a grant project entitled Pueblo Partnership Strategy to conduct Tribal member entrepreneurship research.

Interested in Registering for
Rebuilding Native Nations Curriculum
Contact Economic Development at
859-8151 ext. 7731 or 7722

Learn about Nation Building

Best Practices in Indian Country

Tigua Self-Governance &

Tribal Sovereignty