

NATIVE ENTERPRISE AND ENTREPRENEURSHIP DEVELOPMENT (NEED) INITIATIVE APPLICATION

Thank you for your interest in attending the: **Native Enterprise and Entrepreneurship Development (NEED) Initiative** training program. More than a traditional entrepreneurship development training program, the NEED Initiative is part of a comprehensive training and technical assistance program designed to assist Native communities with identifying the "ingredients" needed to develop entrepreneurs and enterprises and then provide them with a "recipe" for creating an effective enterprise/entrepreneurship development system within their current environment. Oweesta developed this program for the U.S. Department of the Treasury CDFI Fund's Native Initiatives.

PROGRAM DETAILS

NEED TRAINING will be held on **November 11-13, 2009** at the Mystic Lake Casio Hotel in Prior Lake, MN. Hotel reservations must be made directly with the hotel by calling 800-813-7349 and requesting the room block "Oweesta NEED Training." Applications must be submitted to Oweesta by October 9, 2009.

The cost for the training is only \$75 per person, but participants are responsible for their own travel and lodging expenses.

YOU MUST REVIEW THE FOLLOWING INFORMATION BEFORE COMPLETING YOUR APPLIATION:

The training is designed with an emphasis on Native Community Development Financial Institutions (NCFIs) but is open to applications from other institutions serving Native people.

"Other institutions serving Native people" include:

- Tribes
- Tribal agencies (such as Housing Authorities or TDHEs)
- Tribal colleges
- Native nonprofit organizations
- Community development organizations with experience or expertise in designing and implementing enterprise or entrepreneurship development programs in Native communities

This training session is limited to seven groups comprised of two to five representatives from Native CDFIs or other institutions serving Native people, and their communities. The application process is very competitive, therefore we encourage applicants to offer the selection committee sufficient detail to accurately assess their application.

Each applicant group must designate a primary contact person and organization who, for the purposes of this training and the follow up technical assistance, will be the main point of contact for all communications from the Native Enterprise and Entrepreneurship Development (NEED) Initiative selection committee, trainers, and technical assistance providers.

The Native Enterprise and Entrepreneurship Initiative is fully funded by the CDFI Fund, U.S. Department of Treasury. Existing materials © Oweesta.

In addition to the primary contact person, each applicant must identify ***at least one and up to four additional participants*** to attend the training. Please consider carefully the people who you identify for these positions. You should strongly consider inviting: staff who will design and implement the enterprise and entrepreneurship development program in your community (CDFI staff, TA/training point person); partner organizations (educational or financial institution partners or other organizations that will assist you with design and implementation); and/or community leaders and decision makers who will support the program (tribal and/or organizational leaders).

ABOUT THE SELECTION PROCESS

The selection committee will pay particular attention to the following areas of your application:

- The capacity of your organization to design and implement an enterprise and entrepreneurship development program suited to the unique characteristics of your Native community – demonstrated by your response to the application questions and the attendees you select.
- The readiness of your Native community to assess its current enterprise and/or entrepreneurship environment and undertake efforts to enhance its enterprise/entrepreneurship environment.

For questions about the application or for further information, please contact Kaitlin Cramer at kaitlin@oweesta.org or 605-342-3770.

Once applicants are selected and notified, an RSVP is expected with confirmation of the names/number of participants and payment of the \$75.00 training fee per participant.

Once you have reviewed the information carefully and completed the application below, it should be faxed (605-342-3771), emailed (kaitlin@oweesta.org), or mailed to Kaitlin Cramer, Native Enterprise and Entrepreneurship Development (NEED) Initiative, Oweesta Corporation, 910 Fifth Street, Suite 1, Rapid City, SD 57701. Application deadline is August 28, 2009.



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NEEDS ASSESSMENT

Reason for your interest in designing and implementing an enterprise/entrepreneurship development program in your community:

Native Community or Communities Served:

Please give as much information as possible. Applications will be deemed incomplete without explanations.

Needs assessment/readiness questions:	Yes/No	Please Explain/Provide Details
<p>We are involved with or aware of enterprise or entrepreneurship development efforts currently underway in our community</p>		
<p>We have identified an organization or department that is willing to lead enterprise/entrepreneurship development efforts in our community</p>		
<p>We have someone to take up the charge and get the enterprise/entrepreneurship development program organized (an employee, a contract person, a volunteer, or anyone with persistence and passion and a desire to learn new things)</p>		
<p>Our tribe/organization is willing to spend at least one year designing and implementing an enterprise/entrepreneurship development program for our Native community</p>		
<p>Our local leaders will be willing to provide encouragement and/or resources to support the implementation of a enterprise/entrepreneurship development program for our Native community</p>		

Needs assessment/readiness questions:	Yes/No	Please Explain/Provide Details
<p>We have already begun some planning and/or research on how to design and implement an enterprise/entrepreneurship development program for our Native community</p>		
<p>There are Tribally-owned businesses in our community (if so, some examples)</p>		
<p>There are Native-owned businesses in our community that are not owned by the Tribal government (if so, some examples)</p>		
<p>We would benefit from receiving follow-up technical assistance as part of our participation in the Native Enterprise and Entrepreneurship Initiative</p>		

CONTACT INFORMATION

The following individuals will participate in the training (Please list at least two and up to four individuals, including the primary contact person):

PRIMARY CONTACT PERSON:

Per our earlier instructions: for the purposes of this training and the follow up technical assistance, this person and organization will be the main point of contact for all communications from the selection committee, trainers, and technical assistance providers.

Name Title
Tribe/Organization
Address
City, State, Zip
Phone
Fax
Email
Anticipated Role in Enterprise/Entrepreneurship Development Program:

Participant #2:

Tribe/Organization
Name Title
Address
City, State, Zip
Phone
Fax
Email
Anticipated Role in Enterprise/Entrepreneurship Development Program:

Participant #3:

Tribe/Organization

Name Title

Address

City, State, Zip

Phone

Fax

Email

Anticipated Role in Enterprise/Entrepreneurship Development Program:

Participant #4:

Tribe/Organization

Name Title

Address

City, State, Zip

Phone

Fax

Email

Anticipated Role in Enterprise/Entrepreneurship Development Program:

Participant #5:

Tribe/Organization

Name Title

Address

City, State, Zip

Phone

Fax

Email

Anticipated Role in Enterprise/Entrepreneurship Development Program:

Please list any **special needs** or any **dietary restrictions** for any of the participants attending the training: _____

COMMITMENT TO PARTICIPATE

We agree that if our tribe/organization is accepted into the program, we will, to the best of our ability:

- Fully participate in the three-day scheduled training session. We understand that we will be responsible for all travel and lodging expenses plus a \$75 fee per person.
- Dedicate sufficient time to pre-training assignments in order to be fully prepared for the training.
- Work with the Native Enterprise/Entrepreneurship Development Initiative technical assistance providers during and after the training to develop a technical assistance plan to assist us in designing and implementing an enterprise and entrepreneurship development program in our community.

Signed _____ Date _____
(Primary Contact Signature)

This application form should be faxed, emailed or mailed by August 28, 2009 to:

**Kaitlin Cramer
Native Enterprise and Entrepreneurship Development (NEED) Initiative
Oweesta Corporation
910 Fifth Street, Suite 1
Rapid City, SD 57701
kaitlin@oweesta.org
(605) 342-3770
FAX (605) 342-3771**