



Board of Regents

Southwestern Indian Polytechnic Institute

A National Indian Community College



Francis Tafoya
Chairman, SIPI-BOR
Eight Northern Pueblos

February 6, 2004

Glenda Brusuelas
Vice Chairwoman, SIPI-BOR
Mescalero Apache Tribe

Hello:

Jerry Bread
Secretary-Treasurer, SIPI-BOR
Joint Oklahoma Tribes

On behalf of Southwestern Indian Polytechnic Institute (SIPI), I would like to introduce an exciting training program for your community – SIPI SBA Project! Through an agreement with the Small Business Administration, Office of Native American Affairs, SIPI will be training native entrepreneurs on small business development at 100 tribal locations throughout the United States. Training will start in February 2004 by working closely with tribal leaders and organizations.

Joycelyn Dutchie
Member, SIPI-BOR
Southern Ute Indian Tribe

Under SIPI's Tribal Management – Business Administration program, this culturally relevant training will focus on Native American entrepreneurs using SBA culturally specific business development materials. At each location, SIPI's project team will train entrepreneurs on 4 modules covering 10 topics.

Freddie Howard
Member, SIPI-BOR
Navajo Nation-Arizona

Stanley Milford, Sr.
Member, SIPI-BOR
Navajo Nation-New Mexico

*"Empowering Tribal Communities:
One Entrepreneur At A Time"*

Module 1: Creating A Dream: Small Business Basics
Module 2: Envisioning A Dream: Strategic Planning
Module 3: Selling the Dream: Marketing
Module 4: Protecting the Dream: Financial and Legal

Larry Schurz
Member, SIPI-BOR
Inter-Tribal Council of Arizona

Paul Shattuck
Member, SIPI-BOR
Ten Southern Pueblos

Troy Webster
Member, SIPI-BOR
Student Senate President

Business Training Topics:

- ◆ Starting & Managing Your Own Business
- ◆ How to Start a Business
- ◆ Identifying Your Target Market
- ◆ How to Write a Business Plan
- ◆ Start-Up Costs of a Business
- ◆ Marketing Your Product
- ◆ Small Business Opportunities in Procurement
- ◆ Benefits, Compensation, & Wages
- ◆ Tax & Accounting Basics
- ◆ Tribal Business Laws

Please distribute this information to your community. There is no training cost to the participant except for each individual's own lodging or travel expenses, if applicable. Anyone interested in this exciting training should contact our office at (505) 922-4085, or visit our website at:

www.sipi.bia.edu/sba.htm

Member, SIPI-BOR
Jicarilla Apache Tribe

SIPI will send out and post the training schedule on its website by February 20, 2004. I've also enclosed the 100 SBA-Designated Tribal Location List and training description for your reference.

Member, SIPI-BOR
Oglala Sioux Tribe

Sincerely,
Lester Kevin Tsosie
Lester Kevin Tsosie, MPA, MBA
SIPI SBA Project Director