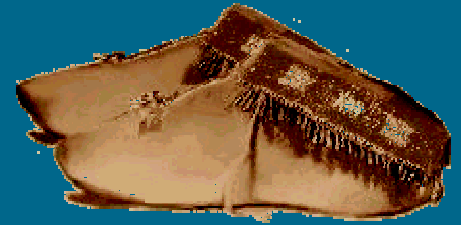


Moccasin Print



A publication of the
Native American
Business Alliance Fund

October-December, 2009
Volume 3, Issue 2

NATIONAL EXECUTIVE DIRECTOR'S MESSAGE	2
BOARD PRESIDENT'S MESSAGE	3
NABA MAKING CONNECTIONS	3
2010 AVAILABLE SPONSORSHIPS	4
NABA EVENT PICTURES	5
2009 CONFERENCE	5
NEW MEMBERS	6
WISH LIST	6
COMMUNITY CALENDAR	6
NABA ONLINE TRAVEL AGENCY	6
WINTER HAT AND GLOVE DRIVE	7
WEBSITE UPDATE	7
MEMBERSHIP UPDATES	7
NATIVE CARD SERVICES	7
NABA'S BOARD OF DIRECTORS	8

MEMBER OF THE MONTH: Brenco Energy Concepts



As green technology's momentum expands into 2010 and beyond, Brenco Industrial Services, a Dallas-based Native American-owned commercial construction company, has launched Brenco Energy Concepts (BEC), a new division dedicated to green products and energy solutions, Brenco President Steve Cardwell has announced. "Our goal is to bring businesses and energy solution that will actually put money in their pocket within 36 to 48 months," Cardwell said. "Our philosophy is that it makes good business sense to protect our planet, becoming more efficient with all our resources, not just energy. We have found this can increase a company's bottom line through direct expense reduction. Our focus is a family of green products that will greatly reduce a business's energy costs while reducing their carbon footprint. Brenco Industrial Services has won local and national recognition, including the North Central Texas Regional Certification Agency's Gold Award as 2008 Minority Company of the Year. This year, Brenco won the DFW Native American Chamber of Commerce's Small Business of the Year award and was named **Native American Business Alliance Fund Native American Owned Company of the Year**.

Diana Woodward, Business Development
dwoodward@brenco-llc.com
2929 Mican Drive
Dallas, Texas 75212
1-214-267-1628

CORPORATE PARTNER OF THE MONTH:



As part of UPS's commitment to diversity, the UPS Supplier Diversity Process was formally launched in 1992. The program, which expanded nationally in 1998, provides procurement, development and capacity-building opportunities to small, minority- and women-owned businesses. It has always been UPS's policy to offer these enterprises the opportunity to compete on an equal basis with all suppliers. From procurement of print materials to the repairing of facilities and equipment, we consider diverse suppliers in every purchase. UPS also strives to influence diversity practices among our business partners. In addition to developing strategic relationships with minority- and women-owned businesses, we encourage our current major suppliers to support these firms.

UPS is a proud member and supporter of NABA. See page 6 for more information on UPS and their partnership with NABA to bring exciting learning opportunities to you.

Fritz Valsaint
55 Glen Lake Parkway, NE
Atlanta, GA 30328
404- 828- 7490
fvalsaint@ups.com
www.ups.com





2009 GOLF OUTING AND CULTURAL EVENT.

The 2009 NABA Fund Golf Outing and Cultural Event was held August 31, 2009 at Indianwood Golf and Country Club in Lake Orion, MI. All golfers enjoyed a rain free day of golf, continental breakfast, lunch on the turn, a buffet dinner, silent auction, networking session, and a Native American Cultural Dance performance.

A big THANK YOU to all our sponsors including golf course co-sponsors Choctaw– Kaul Distribution and Ford Motor Co, and all other sponsors including The Diez Group, Wells Fargo Investment Advisors, Dakkota Integrated, Rush Trucking, Hollingsworth Logistics, Complete Quality Installation, Oneida Solutions Group, Aisin, Pyramid Pallets, Ojibway Inc., Systrand Manufacturing, DTE, The Blackfoot Co., Southern First Nation Secretariat, Kellogg's, Magna, Kingfish Worldwide, Plante Moran, Barton Mallow, Calvary Industries, Comerica, and UPS.

GOVERNOR'S SMALL BUSINESS SUMMIT

NABA was honored to serve on the planning committee for the 2009 Governor's Ultimate Small Business and Entrepreneur Resource Summit held October 22, 2009 at the Charles Wright Museum of African American History in Detroit, MI. This free event was created to assist businesses in ways that make it easier to start, grow and retain small business in Michigan by providing opportunities for business mentor and entrepreneur-matching, financial resources, insurance and bonding information, knowledge opportunities and other resources as a tool kit for small businesses and entrepreneurs that will ultimately result in a stronger and more diverse economic base, and create jobs for Michigan citizens.

OUR MISSION:

To facilitate mutually beneficial relationships between Native American owned companies and private and public business sectors, and to educate



Governor Granholm stopped by to give words of encouragement to entrepreneurs.

BOARD PRESIDENT'S MESSAGE

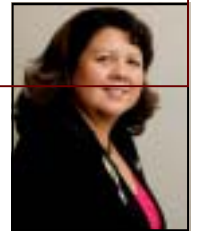


I would like to bring all members and supporters of The Native American Business Alliance up to date as to the status of NABA. With the downturn of the economy, NABA finds itself in a cash flow problem as most of us do at this time. We have cut staff and did all the things that are necessary to keep NABA alive until we have an upturn in the economy. NABA is an organization that is designed to help Native American companies learn how to do business with corporate America. Those same companies that sponsor NABA are also feeling the down turn and have reduced their involvement with NABA and other minority groups. We continue to be supported by the same corporations, but to a lesser amount. We appreciate their commitment to NABA and to our goals.

Lee Pepion

I would ask all Native American companies that are interested in furthering the cause of Native Americans to stay the course and continue to support NABA. We welcome any ideas regarding how we can raise funds for keeping this organization alive, so that we may further Native Americans in having a voice in the business world of today.

You may reach me at 419-478-8650 or lee@theblackfootcompany.com



EXECUTIVE DIRECTOR'S MESSAGE

As 2009 comes to a close and a new year approaches upon us, I would like to take the opportunity to thank all our event sponsors, corporate partners, and general members for your continued support during this difficult economic climate. Because of your determination and hearing our plea for your assistance, our mission and voice will continue to be heard and we are moving forward despite difficult challenges connected to the economic circumstances. Additionally, I would like to thank our Board of Directors for their time, commitment and effort in their quest to meet those challenges placed before them and to layout the plan for our future as a National organization while answering the question "we need to do business in a different way-technology." Our goal is to get more Native American/Aboriginal Businesses certified as MBE and/or woman owned so they can answer when called upon by corporate representatives.

Your continued commitment to support the mission of the organization, along with the timely payment of membership dues, allows NABA to continue to have a presence at vital and important events promoted by Corporate Supplier Diversity Programs and MBE Associations and allows NABA to implement new programs and networking events for its membership. As a member of the NABA organization, your participation and directions help us to plan, coordinate, and implement successful events such as our annual National Business/Procurement Conference and the Golf Outing Fundraiser and Cultural Event where networking and building business relationships is the common thread and goal. Today we are putting the final touches on the on line teaching tool "NABA Learning Center" and we are developing ways to help you, the business owner, to be more efficient and to save you money in the long run with the Visa Cash Debit Card/ATM. Remember, as a business owner (entrepreneur) its about taking risks and NABA is right along with you in doing business in a new way.

I look forward to all the possibilities and opportunities that come with a new year. Stay tuned for more information on new learning and networking events. Similarly, NABA is once again pleased to promote our second annual winter hat and glove collection drive, "Warming a thousand Hands, Heads, and Hearts." Please pick up a new pair of gloves, a hat, or a scarf for a needy child, adult, or elder today and send it to the NABA office where it will be distributed to other local Native American community organizations. Last year we were pleased to warm a thousand fingers and this year we would like to warm two thousand! Help us to meet our goal.

Remember, 2010 presents new opportunities to us all. Stay involved with professional organizations such as NABA, get out there and network, make new connections, and explore new business relationships. Find diverse ways to operate in a more cost effective and energy efficient manner. Get involved with your tribal community and give back where you can. Most importantly, take care of your health, your family, and remember NABA is here to assist you in your business—pick up the phone and call me. I want to hear from you! **In closing, I wish you all a happy and healthy holiday season and a bright new year from all of us at the Native American Business Alliance.**

—*Jackie Gant (Oneida Nation of the Thames)*, NABA National Executive Director

NEW

In the upcoming 2010 calendar year, NABA is developing a walk -a -thon to support the fight against diabetes. Diabetes is effecting the Native community at a disproportionate rate. Stay tuned for more information on this event as well as sponsorship information.

SPONSORSHIPS ARE STILL AVAILABLE

If you would like more information on any of these 2010 sponsorship opportunities, please contact the NABA office.

2010 AVAILABLE SPONSORSHIPS

10th Annual National/Business Procurement Conference

- \$30,000.00 Conference Event Sponsorship
- \$16,000.00 Gala Dinner Sponsorship (Tuesday Evening)
- \$14,000.00 Welcome Reception Sponsor (Sunday Evening)
- \$12,000.00 Networking Reception Sponsor (Monday Evening)
- \$8,000.00 Luncheon Event Sponsor w/Speaker (Tuesday Afternoon)
- \$7,200.00 Networking Luncheon Sponsor w/no Speaker (Monday Afternoon)
- \$6,500.00 Kick-off Breakfast Sponsor (Monday)
- \$4,200.00 Breakfast Sponsor (Tuesday)
- \$6,000.00 Cultural Reception w/Presentation Sponsor (Tuesday Evening)
- \$10,000.00 Eagle Sponsor (Many available)
- \$5,000.00 Hawk Sponsor (Many available)
- \$3,200.00 Falcon Sponsor (Many available)
- \$1,800.00 Afternoon Break Sponsor (Monday)
- \$1,800.00 Afternoon Break Sponsor (Tuesday)
- \$5,000.00 Golf Mixer Sponsor (Sunday)

10th Annual NABA Fund Golf Outing (fundraiser) & Cultural Event

- | | |
|---------------------------------------|---|
| \$10,000.00 Golf Course Event Sponsor | \$1,000.00 Golf Water Sponsor |
| \$7,500.00 Golf Course Sponsor | \$225.00 Golf Tee Sign Sponsor |
| \$5,000.00 Dinner Sponsor | \$1,200.00 Turtle Sponsor |
| \$1,100.00 Drive Range Sponsor | \$2,800.00 Lunch Sponsor |
| \$2,500.00 Breakfast Sponsor | \$3,000.00 Cultural Presentation Sponsor- |
| \$3,000.00 Hawk Sponsor | two available– one sold to UPS! |

NABA Events –Photo Gallery



2009 Business/Procurement Conference “Evolve, Prosper, & Succeed”



Making new connections and having fun at the 2009 NABA Business/Procurement Conference, Mt. Pleasant, MI.

Congratulations to the 2009 NABA Award Winners

Congratulations to the winners of the 2009 NABA Awards, pictured above. We would like to thank them for their dedication to Native American Businesses and Culture, and for their dedication to NABA.

Pictured from left to right:

2009 NABA Corporate Partner of the Year: Marcella McCullough/ Ford Motor Company, 2009 Advocate of the Year: Cathy Kutch/ Kellogg's, 2009 New Member of the Year: Kirk Shoen/ mySmartSimulations, & 2009 Native American Business of the Year: Steve Cardwell/Brenco Industrial Services!

The 2009 NABA Conference held in Mt. Pleasant, MI was a success. There were many opportunities for networking with representatives from all sectors including tribal, corporate, and Native Owned Businesses. A big THANK YOU to all our sponsors who helped make the event a success including Conference co-sponsors Toyota and Honda, new to NABA golf mixer sponsor Wells Fargo Investment Advisors, and all other sponsors including Ford, GM, UPS, MBDA, The Home Depot, Kellogg's, Coca Cola, Delta Airlines, Starwood Hotels and Resorts, Aisin, Magna, Brenco Industrial Services, Johnson Controls, Choctaw Kaul Distribution, Rush Trucking, Dakkota Integrated, Keyah International, Structural Tech Corporation, Denny's, and DuPont Tyvek.

Congratulations to Diana Woodward, Brenco Industrial, the winner of our Caribbean Cruise Contest!

COMMUNITY CALENDAR



Wish List

Making the best possible first impression is very important for any business. As NABA continues to grow, we are reaching out to our members and asking for your help with improving the impression that the NABA brand and the NABA office make on our visitors.

Here is our 2010 wish list for non-event sponsorships:

- **Contribution for our organization — \$25,000.00**
- **Website support — \$5,000.00**

Tom Smith Industries has recently made a generous donation toward our wish list. Thank you, TSI, for your continued support of NABA!

Please contact the Native American Business Alliance Office if you are able to help us obtain any of these materials.

Announcements!

Stay tuned for more information on these NABA events and partnerships:

NABA will join forces with a Native American owned green company to partner on an exciting project involving wind energy.

NABA will soon host charity poker nights. This fun event will offer new networking opportunities and act as a fundraiser for NABA.

NABA is now on Facebook and Twitter! Join our page under the name "NABA Fund." This is just one more way for our members to stay connected and network. You can also check out more pictures from the 2009 Business/Procurement Conference.

January 23, 2010– Beaumont Cancer Center, American Indian Health and Family Services, and the North American Indian Association present **Native Women's Spa Day** at the Beaumont Cancer Institute 3601 W. 13 Mile Rd Royal Oak, MI. This free event for Native American women age 35 and older, with or without health insurance, includes a relaxing day of guided imagery, reiki, medical massage, a tour of the cancer center, and lunch. Transportation is available. You must register by January 10, 2010. To register or for more information call Harriet Little at 313-846-3718 ext 1106.

Tips for your Health- The holidays are a time to celebrate, give thanks, and reflect. They are also a time to pay special attention to your health. Give the gift of health and safety to yourself and others by following these tips– Wash your hands often with warm soapy water; manage stress by avoiding over commitment and over spending, balance work and play; travel safely, don't drink and drive and always wear your seat belt; get routine check ups and vaccinations. Don't forget to schedulable personal time for self reflection and relaxation.

UPS

UPS is proud to partner with NABA bring our members an exciting new learning opportunity– the Business Boot Camp for Entrepreneurs. This exciting venture will be a one stop quick training camp where Native American Business owners, either existing or start up, can receive training to assist them as a business owner in development and growth. Stay tuned for more information on how you can participate!

Jeff McBride, UPS,
Partners with Jackie Gant
and Lee Pepion, NABA,
to develop the Business
Boot Camp.



NATIVE CARD SERVICES

The Native American Business Alliance (NABA), FirstView, LLC and Native Energy & Economic Development, LLC (NEED) have formed an alliance to offer affordable checking account alternatives and specialty prepaid card solutions to Indian Country and Native Alaskan communities. FirstView offers low cost alternatives to traditional bank accounts, providing consumers with the ability to receive direct deposit of payroll, benefits, commission or other income into an FDIC-insured, Espree branded debit card account. The Espree debit card account provides organizations and businesses with the ability to eliminate the cost and risk of paper-based payments by funding payroll, benefits and other recurring or one-time payments electronically. Funds deposited into the Espree debit card account may be withdrawn from any ATM or used to make purchases online or at the point of sale. NABA, FirstView, and NEED are combining forces to provide the innovative Espree debit card solution to Native American leaders who seek to improve the financial self-sufficiency of tribal community members and to unbanked individuals who have been excluded from the financial mainstream and must rely on fringe financial services providers for day-to-day financial transactions. This "first of a kind for Indian Country and Native Alaska" Alliance leverages the strengths of each organization to provide a suite of flexible network branded (e.g., MasterCard) prepaid card account solutions to assist Native American Business Owners and Tribal Business Leaders support their unbanked employees and tribal members:

Steven Morello, Native Energy & Economic Development,
Principal, 248-996-7773, sjm@needllc.biz

Stephen Weckslar, Executive Vice President Sales and
Marketing, 404-806-7244, sweckslar@fvfn.com



NABA EAGLE TRAVEL



NABA is pleased to now offer our members the convenience of online travel service. The NABA travel Agency, NABA Eagle Travel, offers flights, car rental, hotel, cruises, vacation packages, and even flower delivery! When you use this service, a portion of the proceeds directly benefit NABA. This is a great way to book your next trip while helping our organization! For your convenience, you will be able to register for our 2009 Business/Procurement Conference and make your travel arrangements on the same site. The link, www.YTBtravel.com/nabatravel, can found on our homepage. Just look for the airplane logo on the right hand side.

MEMBERSHIP UPDATE

Timely payment of your membership fees helps us provide networking events and other services to all of our members. Current members also receive discounts on their Conference registrations and other benefits.

2010 renewal invoices will be mailed out beginning December 01, 2009. We understand that these are difficult economic times for all our members and partners. As an incentive, pay your general member renewal dues by January 31, 2009 and deduct \$50.00 off the invoice total.

For more information about the benefits of membership in NABA, please go to our website: www.native-american-bus.org.

NABA HAT AND GLOVE DRIVE

NABA is pleased to hold our Second Annual Winter Hat and Glove Drive. Please help us warm the hands and hearts of needy Native American families this winter. Last year we collected nearly 1,000 new hats, gloves, and scarves in children and adult sizes. Lets beat that number this year! With the difficult economic conditions and cold climate, more families need help this winter than ever before. The collected items will be donated to American Indian Services, South Eastern Michigan Indians Inc., North American Indian Association, and American Indian Health and Family Services. Please mail or deliver donated hats and gloves in children and adult sizes to our office: 23400 Michigan Ave, Suite 503 Dearborn, MI 48124. Thank you for your generosity and support.



NON-PROFIT



Native American Business Alliance Fund

23400 Michigan Ave
Suite 503
Dearborn, MI 48124

Please update our new address, if you haven't already done so. We have experienced some difficulties with the US Post Office forwarding our mail. We apologize if you have had any problems getting mail to us.

Phone: 248-988-9344

Fax: 248-988-9348

E-mail: naba@n-a-b-a.org

www.native-american-bus.org

NABA loves to hear from our members! If you have an article, press release, event, or success story that you would like to share in our next Moccasin Print, please contact Victoria at the NABA office.

NABA'S BOARD OF DIRECTORS

BOARD OFFICERS

- Lee Pepion (Blackfoot), *President*
The Blackfoot Company
- Stormy Hicks, PhD (Shawnee), *Vice President*
- Bill Moon (Blackfoot), *Secretary*
United Parcel Service (Retired)

DIRECTORS

- Stephen Barr (Ojibway) - E.L. Hollingsworth & Company
- Sharon Cannarsa (Mohawk) - Systrand Manufacturing
- John Griffin (Muskogee) - Griffin Foods
- Teresa Magnuson (Potawatomi) - Red Paint Printing
- Andra Rush (Mohawk) - Rush Trucking Corp.
- Kenny Tubby (Mississippi Choctaw) - Choctaw Glove, Choctaw-Kaul Distribution Company
- Mark "Kingfish" Wasler (Shawnee) - Kingfish Worldwide Inc.

TIYOSPAYE DIRECTORS

- Robert Kufta, The Ideal Group

- Jethro Joseph, DaimlerChrysler Corporation
- Stephen Larson, Access Events, LLC
- Nancy Jones, Global Diversity Business Technologies
- Lisa Thomas, Total Polish Solutions

OFFICE STAFF

- Jackie Gant (Oneida Nation of the Thames)
NABA Executive Director
- Victoria Guzman, NABA Executive Assistant
- Martha Jackson, NABA Administrative Assistant

