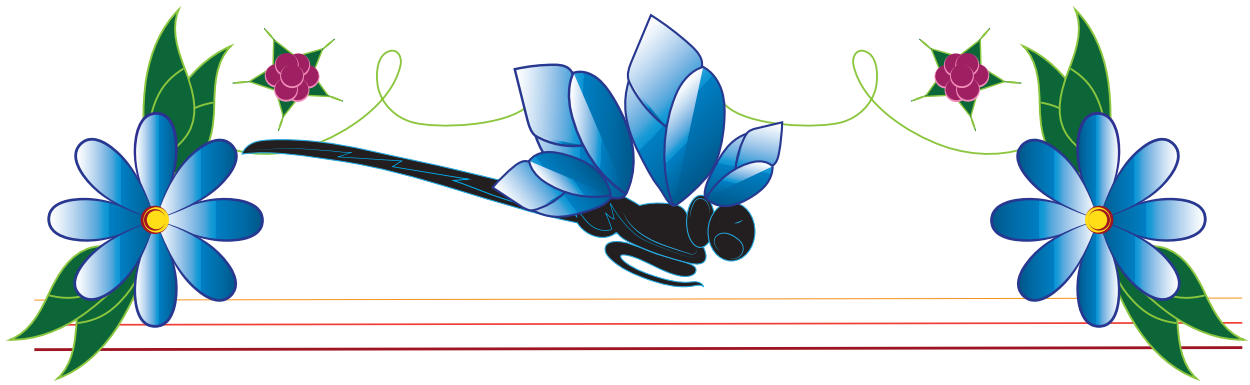


MINNESOTA INDIGENOUS BUSINESS ALLIANCE



2019 IMPACT REPORT



2019 IMPACT REPORT

The Minnesota Indigenous Business Alliance (MNIBA) has always operated as an Indigenous-focused organization, serving emerging entrepreneurs, artisans, and businesses. They are at the heart of everything we do, and MNIBA puts Native business first! As our organization grows so do the opportunities to scale our impact.

IMPACT STATEMENT

MNIBA is honored and privileged to be on the traditional territories of the Dakota and Anishinaabe people. We acknowledge their respected Elders, community leaders, language speakers, entrepreneurs, businesses and the next seven generations.

MNIBA endeavors to build bridges between entrepreneurs and communities through long-term relationships that nurture and support the development of native-owned business and supports building restorative and values-based economies, investment, and practices that create a pathway for community wealth building that promotes well-being above the preservation and accumulation of capital.

MNIBA'S MISSION

Align Partners

Connect Businesses to Resources

Transform Native Economies

MNIBA'S VALUES

- Community: building trust and long-term relationships.
- Creativity: pushing beyond the obvious to promote change.
- Shared Leadership: representative of the communities we serve, fostering cooperation, collaboration and respectful inquiry.
- Restorative Growth: working to build healthy and equitable native economies that work for all.



TRADING AT THE RED RIVER AND INDIGENOUS MARKET PLACE

MNIBA held the first annual Trading at the Red River Indigenous Market Place in 2019. It featured 40 vendors, made up of native business, artisans and nonprofits and 688 visitors attended the event. It is the first of many celebrations of our long history of trade and commerce and recognition of established trade and waterway routes. The Red River and the Red River Valley was historically well-known as a well-organized trade center before and after contact.

The video of the event MNIBA BUY NATIVE: Trading at The Red River Indigenous Marketplace can be viewed on the Minnesota Indigenous Business Alliance YouTube channel.





ENTREPRENEURIAL AND ARTISAN BOOT CAMPS

MNIBA held the second series of entrepreneurial and artisan bootcamps in 2019. What sets this new model apart is that it supports native entrepreneurs with multiple professional native instructors/mentors. This is not a typical talking heads format, instead participants are guided as they meet individually with professionals and are developing work product live!

Attendees left with a full review of their social media channels, branding and marketing assistance, logo and graphic design, business card and brochure layout, professional head and product shots, a capability and/or artist statement, website, search engine optimization, and email development on a high-resolution thumb drive and a Business Toolkit manual.

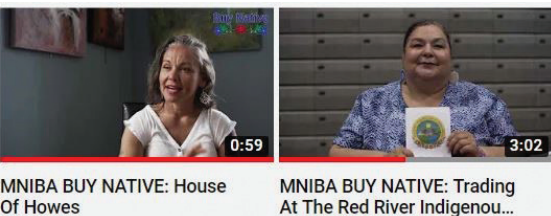
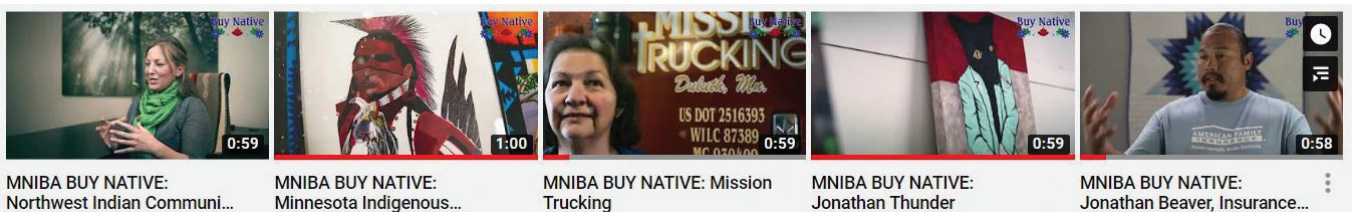




BUY NATIVE VIDEO SERIES

MNIBA's team traveled the state interviewing and filming several Indigenpreneurs. The project resulted in a series of 14 one-minute videos. MNIBA's goal was to showcase the diversity and talent of our region's businesses and artisans.

The videos can be viewed on the Minnesota Indigenous Business Alliance YouTube channel.





BUY NATIVE STATEWIDE CAMPAIGN & MERCHANDISE

MNIBA launched a statewide social media campaign to Buy Native in 2019. MNIBA has encouraged native business and artisans to sign up and get listed on the online business directory to gain greater visibility, while driving new visitors to the directory. This movement is going viral and other communities are adopting “Buy Native” campaigns. Along with the campaign, MNIBA set up an online store of Buy Native merchandise that includes business planners, bumper stickers, shopping totes, window clings, t-shirts and stickers. The Buy Native merchandise has been designed by native artists and produced by native businesses.



Buy Native



*We Proudly
Support Native
Entrepreneurs*

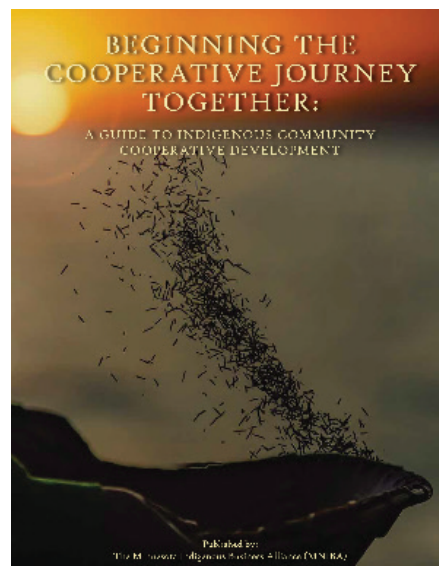


BEGINNING THE COOPERATIVE JOURNEY TOGETHER

MNIBA published the first ever guide to Tribal Community Cooperative Development in 2018. In 2019, MNIBA began interviewing Indigenous-led cooperatives throughout the country and have been documenting their stories, history and aspirations. Many of these stories will be included in the new publication being released February 29, 2020 entitled; “Beginning the Cooperative Journey Together: A Guide to Indigenous Community Cooperative Development.” MNIBA worked with language speakers to develop an Indigenous process to cooperative development engraved in the language and cultural lifeways.

As part of this work MNIBA is working with native artisans to explore starting a Native Arts Organization with a Buying and Marketing Cooperative business model. We are also working with a statewide working group to explore childcare cooperatives in our tribal communities.

The new guide will be available for download on MNIBA’s website on February 29, 2020.





WORKSHOPS

MNIBA hosted, co-sponsored, presented and collaborated on the following workshops in 2019:

- RedWind Native American Entrepreneurial Workshop – Indianpreneurship: A Native American Journey into Business
- Introduction to Cooperatives
- Cooperatives for Community Builders
- Rural Arts and Culture Summit - Creating Connections, Exploring Cooperative Opportunities: Indigenous Ideas in Action
- National Congress of American Indians- Building Sustainable Tribal Economies
- MNIBA hosted ten Buy Native Presentations
- Mn Department of Transportation- Maada’oonidiwag Business Event
- U of M Extension- Zhooniyaake Today: Case Studies in American Indian Business
- Intro to Childcare Cooperatives
- Building the Business Plan
- Stories from Turtle Island: Indigenous led cooperative case studies
- Minnesota Public Radio’s Creative Economies – a Community Conversation with Native entrepreneurs
- Nonprofit Quarterly- Remaking the Economy in Indian Country



INDIGENIZING MATERIALS WITH LANGUAGE SPEAKERS

In 2019, MNIBA began meeting with language and first speakers to begin the process of indigenizing our business, Buy Native and cooperative development materials. MNIBA is working with both Dakota and Anishinaabe speakers to reflect the nations of the region we work in.

We also began indigenizing words that reflect our work, the entrepreneurs, and communities we serve.

Indigenuity

in'dij'ən(y)ooədē

Definition: verb. The practice of applying Indigenous intuition to inventiveness, creativity, imagination and innovation. ~MNIBA

Indigepreneur

in'dijə prə'nōo(ə)r

Definition: verb. An Indigenous visionary and entrepreneur who identifies a problem and creates a solution, striking out to make a better life for their family and community. ~MNIBA

Buy Native

bī nādiv

Definition: verb. The intentional practice and preference of purchasing goods and services from a native entrepreneur or artisan. ~MNIBA

Indigenize

in'dijə nīz

Definition: verb. The practice of identifying opportunities where Indigenous worldviews, knowledge and perspectives are expressed. ~MNIBA

Indigenization

in'dijə nə'zā-shən

Definition: verb. The practice of infusing Indigenous worldviews, values, peoples, and protocols into an organization or business so it is completely a creation of Indigenous imagination and passion. ~MNIBA

Ally

'alī

Definition: verb. The practice of uniting and connecting in a personal relationship that opens doors and venues where Indigenous peoples speak for themselves. ~MNIBA



MNIBA NONPROFIT STATUS AND ORGANIZATION STRUCTURE

In 2019, MNIBA received its IRS Determination Letter and 501c3 status. In preparing for MNIBA's future a new high-level Role and Relationship Map was designed in alignment with MNIBA's core values to keep us mindful of why we are here and of those we serve at the top, front and center.



WHO WE WORKED WITH IN 2019



AICHO

American Indian Community
Housing Organization

CDS

Cooperative Development Services
Where cooperation is at work, communities prosper.



National
Congress of
American
Indians

Gizhiigin
Arts Incubator

Growing Arts Entrepreneurs



THE
COOPERATIVE
CATALYST
OF NEW MEXICO
fostering cooperative enterprise



Northwest Indian
Community Development Center



Center for Cooperatives
UNIVERSITY OF WISCONSIN-MADISON



co-operatives first

mn DEPARTMENT OF
TRANSPORTATION



UNIVERSITY OF MINNESOTA | EXTENSION

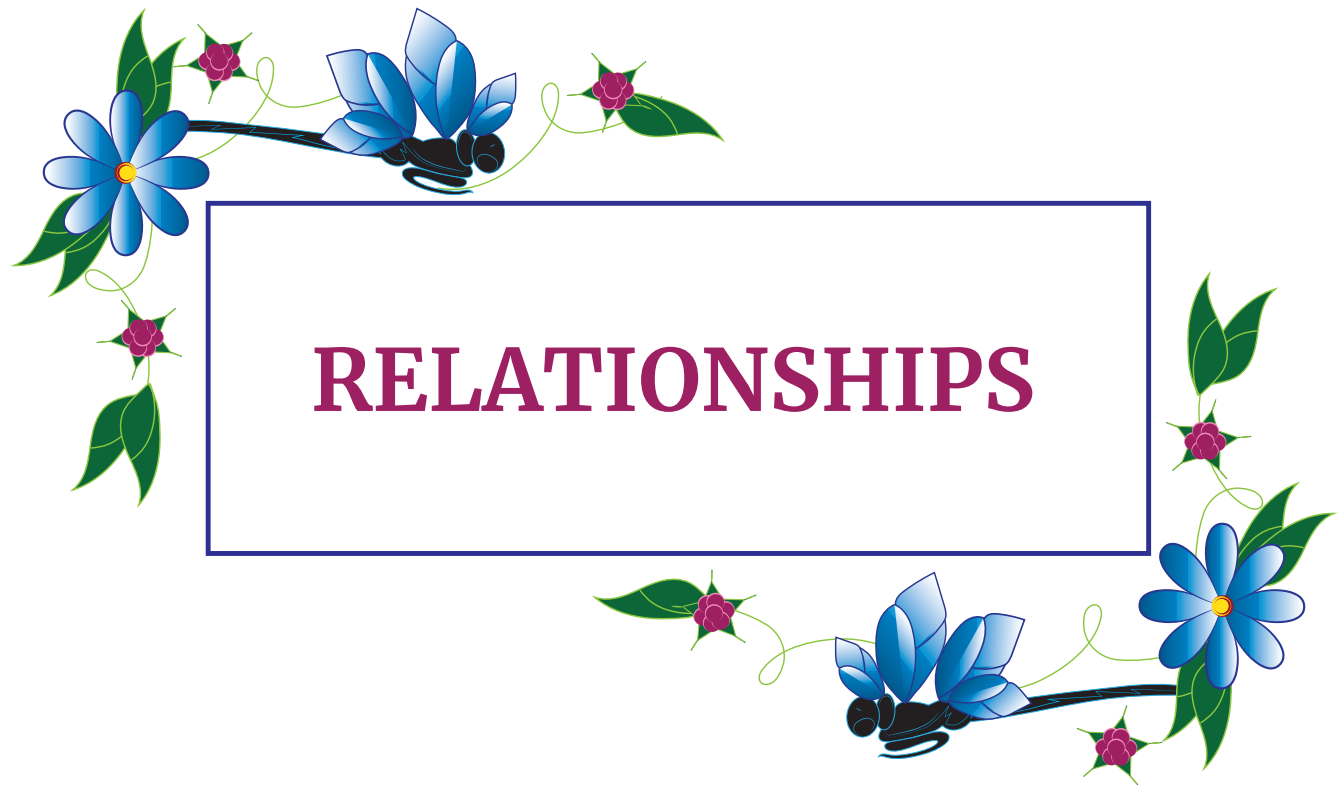
NDIBA

NORTH DAKOTA
INDIAN BUSINESS ALLIANCE

SPRINGBOARD
for the arts



NPQ
NONPROFIT QUARTERLY



RELATIONSHIPS



DONORS AND FUNDERS

Wopida – Chi Miigwech for the generous support of our donors and funders, without their support we would not be able to accomplish what we did in 2019.

- 5 Anonymous donors
- Alison Hoyer
- Chalsey Snyder
- Global Giving Buy Native Campaign
- Heidi Grika
- Jesse Sixkiller
- Kim Strand
- Kyle Smith
- LeAnn Littlewolf
- Michelle LeBeau
- Pamela Standing
- Rachel Overton
- Shanne Soulier
- TICOM, Inc.
- Gray Plant Mooty Foundation
- NW Area Foundation
- Propel Nonprofits Infrastructure Grant



EVENT SPONSORS

Chi Miigwech – Wopida for all our sponsors in 2019 making it possible to host the Trading at the Red River & Indigenous Marketplace.

- MHA Nation
- City of Fargo Native American Commission
- Fargo Moorhead Crossings
- Minnesota Indigenous Business Alliance
- Murphy Bell
- Pamela Standing



PARTNERSHIP IN-KIND SUPPORT

Our partner's organizational support is invaluable and deeply appreciated. By joining together we are able to accomplish so much more by bringing valuable resources, professional development and training to our communities. In 2019, MNIBA received in-kind support of goods, services, meeting space and meals donated by the following organizational partners:

- American Indian Community Housing Organization
- Blandin Foundation
- Fargo Tourism Association
- Fond du Lac Tribe of Lake Superior Chippewa
- Gizhiigin Art Incubator
- Leech Lake Tribal College
- Macroctie Center for the Arts
- MPR Marketplace
- Northwest Indian Community Development Center
- University of Minnesota Duluth College of Liberal Arts
- University of Minnesota Extension Crookston
- White Earth Tribal & Community College



MNIBA'S BOARD OF DIRECTORS

In 2019, the following people generously donated their time and expertise in guiding the organization, keeping the mission front and center, creating policy, stewarding the funds and planning MNIBA's future.



Madonna Peltier Yawakie
CEO, Turtle Island Communications, Inc.
Turtle Mountain Band of Chippewa



Kim Strand
MN State Behavior Health & Human Services
Tribal descendant of Lac Courte Oreilles and St Croix Tribes



Dani Pieratos
President, Harvest Nation
Bois Forte Band of Chippewa



Shanne Soulier
CEO, Big Spirit, Inc
Red Cliff Band of Lake Superior Chippewa



Elaine S. Hansen
Director, UMD Center for Economic Development



MNIBA'S BOARD OF DIRECTORS CONTINUED



LeAnn Littlewolf
Economic Development Director
American Indian Community Housing Organization
Leech Lake Band



Wayne Ducheneaux, II
Executive Director
Native Governance Center
Cheyenne River Sioux Tribe



Jesse Sixkiller
Attorney, Lathrop GPM, LLP
Cherokee Nation



\$3,000

awarded to three entrepreneurial partnerships through the Buy Native Cross-Promotion Grant.



937

MNIBA workshop participants.



688

MNIBA event participants.



14

Diverse Suppliers

95%

Indigenous led



54

Native entrepreneurs served outside of workshops and events and supports including: review of market, business and financial plans, network connections and introductions, and referrals to finance institutions, etc.



1809

people touched through email communiques, phone inquiries, statewide work groups, direct merchandise purchases, newsletter, website, and social media publications, posts, and channels.



100%

Indigenous-focused projects.



\$14,265

donations and event sponsorships.



\$8,500

partner in-kind donations for goods, services, meeting space and meals donated.



622

Hours of time-based giving on behalf of the board of directors, ED and volunteers at workshops and events.

2019 IMPACT AT A GLANCE

MINNESOTA INDIGENOUS
BUSINESS ALLIANCE



MNIBA's goals for 2020 are to expand the visibility, genius and indigenuity of our entrepreneurs in the region and celebrate their accomplishments, as well as those of our community members and youth and organizational partners in all our social media channels and newsletter.

We plan to expand our footprint through Trading at the waterway events and continue to elevate the sophisticated practices of trade and exchange and establish events centered around the historical trade routes and waterway networks before contact.

We will also be hosting Lunch and Learn events throughout the region with native-business pop-ups featuring inspiring native speakers and business owners.

MNIBA will continue to work with language and first speakers to expand our knowledge of cultural lifeways in the context of trade and exchange, and trade protocols as we continue to expand and indigenize our training tools.

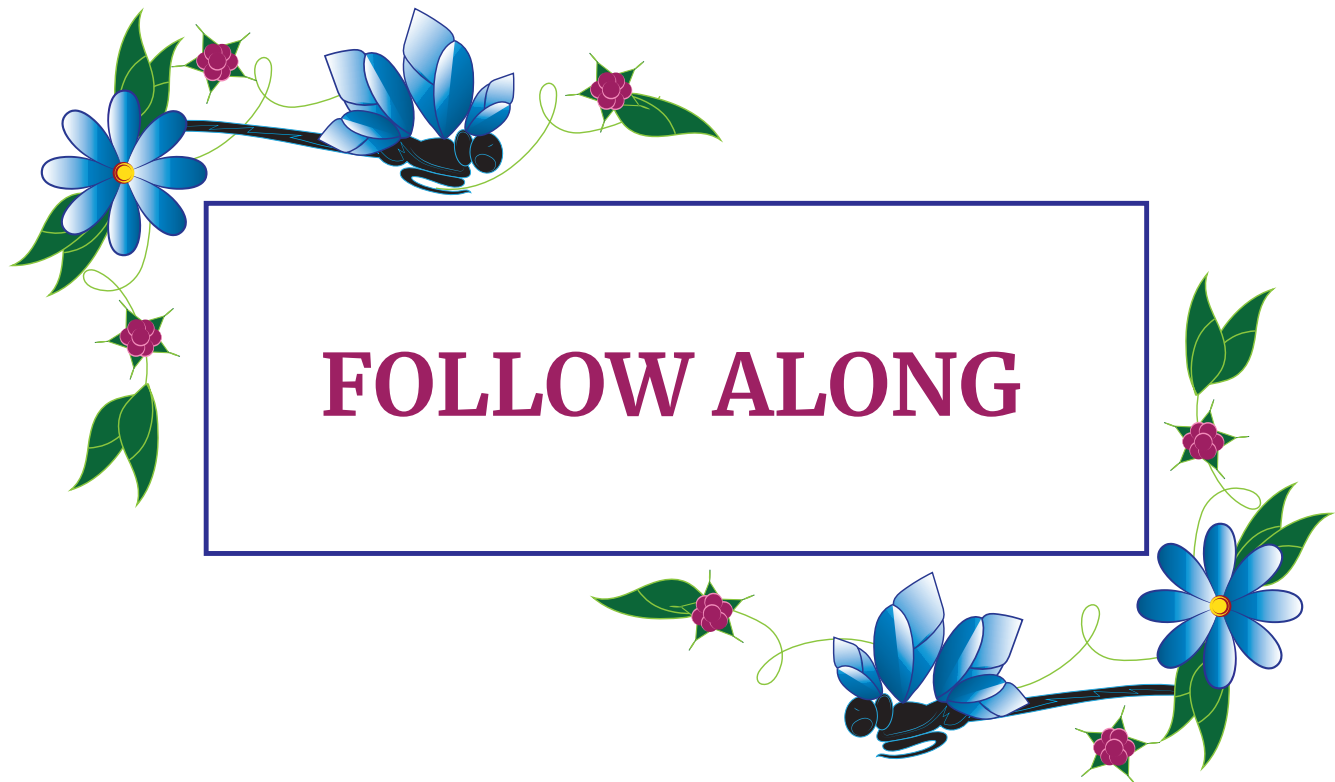
We will be hosting a Buy Native conference to launch MNIBA's new indigenized Buy Native Campaign Primer, followed by an award luncheon celebrating the entrepreneurial diversity and talent in our region.

MNIBA's new online business directory will launch in the first quarter of 2020 and will continue to offer free listings, with a new added feature of paid subscription levels with new benefits. MNIBA's new online business directory will continue to feature native cottage/home-based enterprises, artisans, businesses, professionals, nonprofits, social enterprises, and tribal governments.

It is our goal to recruit and establish an intergenerational advisory board made up of native people 18-30 years of age. During their 1-2-year commitment, MNIBA will provide for their training with the goal of creating well-rounded, inquisitive, and a generative group of future board members who understand their roles and responsibility, and confidently know how to read and question financial statements. At the end of their training they are eligible to apply and be considered to serve on MNIBA's board of directors.

One of MNIBA's ongoing goals is to support as many native businesses and organizations as possible throughout the year. We believe we must walk our talk about "Buy Native and Putting Native Business

First.” This includes who designs the artwork, design layout and printing of our Impact Report. We would like to acknowledge Sarah Agaton Howes, Fond du Lac Band of Lake Superior Chippewa and owner of Heart Berry, for her beautiful dragonfly floral work. We would also like to acknowledge Emily Nordstrom, graphic designer and manager of the Leech Lake Tribal College Print and Design Shop for her artistic eye, layout and print work.



FOLLOW ALONG

Interested in learning more about our work? We post updates about our work, workshops, events, featured entrepreneurs and partners on our FaceBook page, Twitter and Instagram. Please like and follow us, and don't wait until next year's Impact Report to learn about what we are up to. Please visit our website at www.mniba.org and sign up to receive our newsletters and communications.





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