



# NACA

Native American Contractors Association

## 2007 ANNUAL REPORT

*“Together, we are  
building a strong  
and much needed  
organization focused  
on Native American  
economic development.”*

*- 2007 Chairman  
Greg DuMontier*



## Message from the Executive Director

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Chugach

As predicted, there was an extraordinary amount of legislative activity on contract reform proposals in 2007. NACA was tapped repeatedly by federal agencies, Congress, and other organizations to provide information about Native American businesses and the Native 8(a) program. We used the opportunities to educate key policy makers, strengthen relationships, and build a Congressional record with credible facts and evidential stories of Native 8(a) businesses benefiting our communities directly.

NACA and our DC Reps successfully worked to analyze legislation, develop positions, mobilize our championships and respond swiftly to proposals. Our accomplishments mounted as we provided substantive input to over 10 bills that could have impacted our businesses, held a 8(a) Impact Day where 34 Indian Tribal and business leaders participated and over 71 congressional office visits were made, held a Native 8(a) constituency briefing at the Capitol for Virginia and Maryland delegation staffers, and helped orchestrate an extremely positive House Resources hearing.

NACA is on the move and building powerful networks. We have extended our outreach to include non-Native American organizations such as the Women Impacting Public Policy and coordinated with the Minority Business Roundtable on policy issues. We also served on the planning team for the National Native American Economic Summit.

I thank the Board of Directors and Chairman for their dedication to building a strong and vital organization focused on American Indian and Alaska Native economic development. But mostly, I want to thank you—NACA members. Your commitment is making a difference that will reap benefits for years to come!

- Karen Atkinson, Executive Director



## About the Native American Contractors Association

NACA was formed in 2003 to promote the common interests of our members—Tribally-owned corporations, Alaska Native Corporations (ANC), and Native Hawaiian Organizations (NHO). We promote the benefits of using Native-owned firms with high quality products and services in the federal government marketplace and protect the SBA's Native 8(a) program. Guided by an elected Board of Directors, our members deliberate on issues at NACA's annual meeting and present their tribal and company perspective to reach a shared, actionable consensus. NACA monitors federal economic and business development policy and utilizes our member driven perspective to advocate successfully on their behalf.



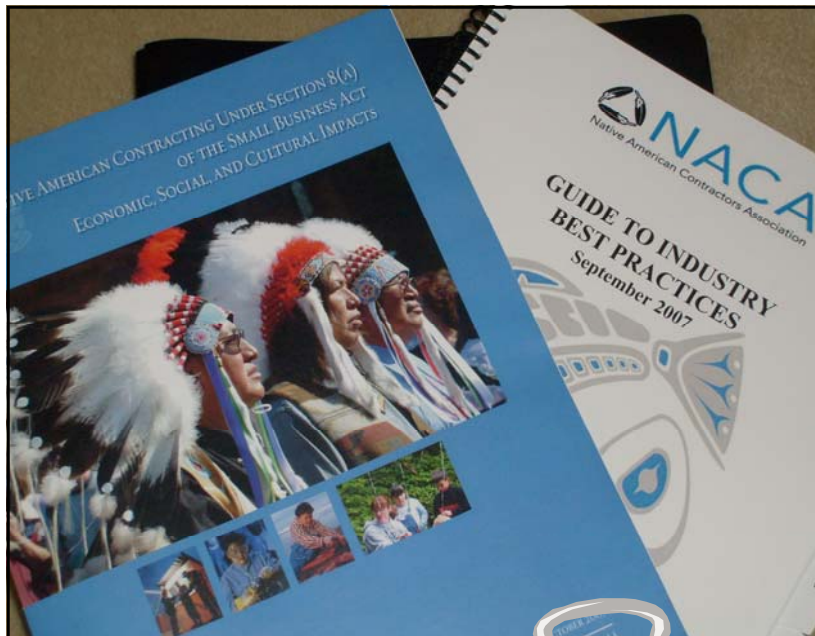
### Strategic Intentions Become Tangible Results ...

### Our United Voices Are Being Heard!

In this session of Congress, several bills were introduced that would alter the way tribes and Alaska Native Corporations participate in the SBA Native 8(a) federal procurement contracting program – an increasingly important source of revenue, capacity building, and jobs for tribal governments. The 8(a) program is so effective in building tribal economies, we have promoted its continued success for all participants.

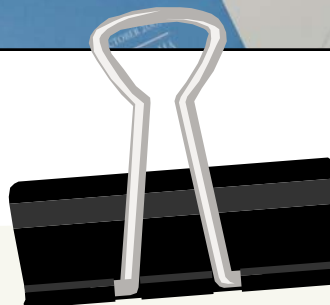
- ☞ The Native 8(a) program works for remote and economically distressed Native communities.
- ☞ This hand up, not a hand out, approach for tribes is just starting to have a positive impact.
- ☞ It's time to strengthen the program, not harm it!

“We are working aggressively—developing tools to improve standards and practices, gathering reliable data for needed program improvements, and countering detractors who mean harm to Native business opportunities.” - 2007 Chairman DuMontier



### New Tools & Resources

- ◆ Socioeconomic Report: Native American Contracting Under Section 8(a) of the Small Business Act: Economic, Social and Cultural Impacts by Jonathan Taylor, 2007.
- ◆ NACA Guide to Industry Best Practices: Ethics and Compliance Programs and Establishing Best Business Practices
- ◆ Native 8(a) Procurement Data



### NACA – 2007 Advocacy Achievements

**NACA acted proactively** to the 2006 Government Accountability Office’s report which recommended federal administrative changes to the SBA 8(a) program.

- ◆ Submitted recommendations to the SBA calling for a web-based reporting system including compliance with requirements on the amount of work Native enterprises do on each contract.

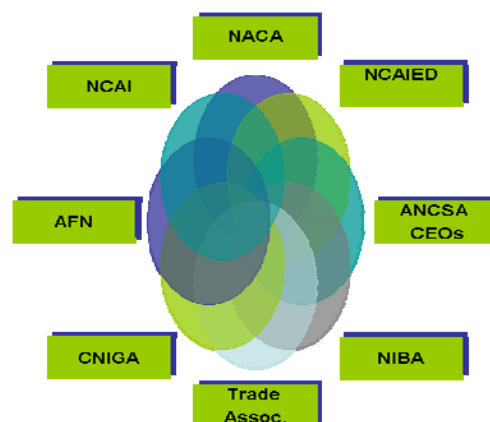
**NACA responded aggressively** to concerns raised about the participation of Tribes and ANC’s in federal contracting by educating key policy makers about the benefits of building tribal economies through federal contracting.

- ◆ Orchestrated and participated in the House Natural Resources Committee hearing focused on the purpose of the Native 8(a) provisions, successes of tribes and ANCs in the program, and how vital the program is to Indian Country.
- ◆ Held workshops and strategy sessions in various forums on 8(a) contracting to address compliance issues and foster networking and teaming opportunities.
- ◆ Reaching out to other small businesses to foster relationships.

## Building Alliances

NACA continues to strengthen our relationships and grow our alliance network. This year, we made great progress in development of a unified advocacy position on Native 8(a) issues with other Native organizations, such as NCAI and NCAIED, and with like minded organizations, such as Women Impacting Public Policy (WIPP).

- ◆ RES2007 strategy sessions with 400 participants
- ◆ 8(a) NCAI Mid-year Conference & Annual Convention
- ◆ NCAIED MOU, events in Las Vegas & Seattle
- ◆ NCAI/NACA 8(a) Advocacy Strategy
- ◆ WIPP/NACA Event
- ◆ NHEA Business Leaders Forum
- ◆ Minority Business Roundtable
- ◆ Tribal Leader's Strategy Sessions



## Member Services

**Communications**—Communication was increased through reports, alerts, and conference calls.

**Annual Meeting**—Performance Results Report reviewed, directors elected, and discussion with the Director of the Small Business Administration office of Native American Affairs.

**Networking Meetings**—

- ◆ **January:** Jointly hosted a small business event with Women Impacting Public Policy, featuring SBA Deputy Administrator and over 60 Native and women-owned small businesses and agencies.
- ◆ **March:** NACA members participated in a matchmaking session at NCAIED's RES2007 conference.
- ◆ **August:** NACA members were speakers at NCAIED's Seattle matchmaking event.

“Our opponents will not rest and so neither can we rest. As our organization grows in capability and reputation, NACA is building a record of success for Native-owned firms.” - 2007 Chairman DuMontier



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