



**American Indian Chamber  
of Commerce of Wisconsin**

**First American Capital Corporation**

**INTRODUCTION / OVERVIEW  
OF PRODUCTS, SERVICES  
AND KEY OPERATING STAFF**

# AICCW • FACC • AICTA Getting Resources to Your Business & Community

## AICCW / FACC / AICTA PRODUCTS & SERVICES



### GOVERNMENT FUNDS & PROGRAMS

WisDOT  
Commerce  
SBA  
Treasury  
USDA  
BIA  
TRIBAL  
Others

Native American Business Capacity Building  
Business Assistance Services  
(CFO on Loan/Coaching)  
Business Loans  
Advocacy  
Strategic Partnerships with  
Industry Stakeholders

### THOSE SERVED

Entrepreneurs  
DBE Community  
Construction & Trades  
Professional Services  
Tribal Enterprises  
Tribal Economies

### OUTCOMES & IMPACTS

Business Start-ups/Expansions  
Ready/Willing/Able to Perform Commercially  
Useful Functions Certifications  
Job Creation/Retention  
Government Contracts/Realizing "Minority"  
Contracting & Labor Participation Goals /  
QBS for Professional Services  
Access to Capital  
Wealth Creation



# Mission Statement



The American Indian Chamber of Commerce of WI exists to promote economic development in Wisconsin Indian Country through directed service delivery to American Indian entrepreneurs.

Since our inception in 1991, we have remained committed to providing statewide advocacy, networking, one-to-one business management counseling and access to financial products and services to Wisconsin-based American Indian business people.

*2014 - Celebrating 23 Years*



# Background



- Formed in 1991 - 23 years of continuous operations
- 501(c)(3) non profit organization
- Creates visibility for Indian owned businesses
- Provides networking opportunities
- Collaborates with government agencies on special projects
- Provides technical assistance and mentoring to individual businesses
- Provides assistance in obtaining government certifications (e.g. DBE/MBE)
- Helps businesses obtain government contracts
- Manages the American Indian College Scholarship Program

*2014 - Celebrating 23 Years*



# Board of Directors



- The Board of Directors are all enrolled Members of Federally Recognized Tribes, including:
  - Bad River Band of Lake Superior Chippewa Indians
  - Forest County Potawatomi
  - Cherokee Confederation
  - Lac du Flambeau Band of Lake Superior Chippewa Indians
  - Little River Band of Ottawa Indians
  - Oneida Indian Nation
  - Sisseton Wahpeton Sioux
  - Stockbridge-Munsee Community – Band of Mohican Indians



# Mission Statement



The mission of First American Capital Corporation is to perform economic development activities that benefit Wisconsin's Indian Country by **increasing access to capital in the form of business loans, providing technical assistance services that strengthen the skills of our entrepreneurs, and by advocating for Indian owned businesses to create new business opportunities, both on and off the reservations.**

*The source for financial products & services in Indian Country.*



## Background



*First American Capital Corporation* is a 501(c)(3) organization that performs economic development activities in Wisconsin's Indian community. We provide technical assistance and business loans to Indian-owned small businesses. **FACC** is a sister agency of AICCW. **FACC** has its own Board of Directors and a Loan Committee, but shares staff and resources with AICCW.

*The source for financial products & services in Indian Country.*



# Accomplishments



- **Developed diversified funding sources:** FACC has obtained grant funds from several government agencies to grow our Revolving Loan Fund Program for Indian owned businesses, including:
  - Wisconsin Economic Development Corp • US Treasury CDFI Fund • US SBA • USDA
- **First** Indian organization in Wisconsin to earn the US Treasury's certification as a Community Development Financial Institution ("CDFI").
- **Only Indian lending organization** in the country to operate an **SBA Microloan Program**.
- Our Revolving Loan Fund track record;
  - Since 2003 we have made some 140 loans in the aggregate amount of approximately \$4 million
  - ~60% of the FACC Loan Portfolio is NADBE Construction and Professional Services Businesses performing WisDOT Contract Work
  - 95% of those loans were to Indian owned businesses

*The source for financial products & services in Indian Country.*



# AICCW-FACC Snapshot of Services



## BUSINESS MANAGEMENT DBE SERVICES

Marketing Materials & Capacity Profile  
Construction Safety Manual  
OSHA 10-hour Certificate  
Networking with Primes  
Estimating / Quoting / Bidding  
SBA / WisDOT (US41 GSTA)  
Advocacy  
Business Opportunities

## FACC LOAN READINESS

Accounting & Financial Management  
Project Budgeting & Cash Flow Tools  
Contract Financing  
Term Loans  
Individualized Business Assistance  
& Performance Planning  
Technical Assistance & Training

## BUSINESS GROWTH & DEVELOPMENT

Ongoing Solutions for  
Successful Business Management  
Strategic Business Planning  
Organizational Development  
New Business Opportunities  
Advocacy

## BUSINESS START-UPS PRE-DBE SERVICES

Readiness & Ability to Perform  
Commercially Useful Functions Assessment  
Building Capacity  
Assistance with DBE Application  
Advocacy



## Our Leadership Team



### ***Craig Anderson***

Executive Director - First American Capital Corporation

- *Enrolled member: Enrolled member of Sisseton Wahpeton Sioux Tribe .*
- *Overall accountability to clients, funding partners & stakeholders; management of day-to-day FACC operations; development of programs and services; program compliance and financial stability of FACC.*
- *Specialty in providing hands-on business coaching with small and medium sized firms including problem solving, strategic thinking and development of financing solutions.*



## Knowledgeable & Experienced Staff



### ***Gary Mejchar***

Assistant Director American Indian Chamber of Commerce  
of Wisconsin

- *Project Manager for AICCW/FACC grants writing – management / compliance; contract management; AICCW/FACC business assistance training program coordinator.*
- *Experience includes 25 years as a business assistance and tribal economic development services provider in WI Indian Country, including as Manager of the UWEX SBDC WI American Indian Economic Development (WAIED) Program and service as a tribal project management consultant.*



## Knowledgeable & Experienced Staff



### ***Beverly Anderson***

Executive Assistant AICCW / FACC

- *Enrolled member of Sisseton Wahpeton Sioux Tribe.*
- *Management of AICCW/FACC accounting functions including loan portfolio; membership services coordinator and fundraising events manager.*
- *Experience includes 25 years of corporate department management, development/design of system functionality, customer service.*



AMERICAN INDIAN  
CHAMBER OF COMMERCE  
OF WISCONSIN



FIRST AMERICAN  
CAPITAL  
CORPORATION



AMERICAN INDIAN  
CONSTRUCTION &  
TRADES ASSOCIATION



## Summary & Questions

Contact AICCW/FACCC at 414.604.2044 / [craiga@aiccw.org](mailto:craiga@aiccw.org)  
and Visit us at [www.aiccw.org](http://www.aiccw.org) / [www.faccloans.com](http://www.faccloans.com)