

NORTHERN AGENCY COUNCIL REPORT

SHIPROCK REGIONAL BUSINESS DEVELOPMENT OFFICE (RBDO)

DIVISION OF ECONOMIC DEVELOPMENT

Saturday, March 15, 2025

Sanostee, New Mexico

Nenahnezad Chapter Hosts Navajo Programs Orientation

Nenahnezad, NM— On March 14, 2025, the Nenahnezad Chapter hosted a Northern Agency Chapters Workshop in Fruitland, New Mexico. The event featured presentations from various programs within the Navajo Nation, focusing on business development, land use, capital project management, business regulation and Navajo tourism. The purpose of the workshop to inform and engage the northern communities.

Shiprock RBDO staff delivered presentations on the Navajo Nation Business Site Leasing Process and the Business Site Leasing Authority for Navajo Nation chapters. The Navajo Nation Business Leasing of 2005 provides the framework for Navajo Nation to exercise its authority to lease trust land on the Navajo Nation without Bureau of Indian Affairs approval while the Uniform Business Site Leasing provides the opportunity for Navajo Nation Chapters to pass their own leasing regulations and lease out land under its own authority.

Denise Copeland from the Capital Project Management Department delivered a thorough presentation about the Infrastructure Capital Improvement Plan (ICIP) processes. Ms. Copeland demonstrated her vast knowledge and experience in working with capital outlay projects funded by the New Mexico, Arizona and Utah legislatures. She outlined the steps from chapter needs assessment to project inception, selection, implementation and compliance. Ms. Copeland stressed the need to ensure the responsible development of infrastructure and other capital projects.

Business Regulatory and Navajo Tourism departments rounded out the presentations to discuss business regulatory compliance and tourism priorities for the Navajo Nation. Rose T. Morgan from the Navajo Tourism Department focused on the opportunities for tourism development across the Navajo Nation. The event served as a great platform for the chapters to gain insights into critical Navajo Nation programs and processes

For more information about hosting a similar training, contact the Shiprock RBDO.

CONTACT THE SHIPROCK RBDO

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Sally Yabeny, Sr. Economic Development Specialist
Charleston Jones, Economic Development Specialist
Cordelia Begaye, Sr. Office Specialist



Nenahnezad, NM—Chapter staff and elected leaders listen to the Capital Projects Management Department staff Denise Copeland and Katherine Largo.



Nenahnezad, NM—Shiprock RBDO staff make presentations about the Navajo Nation Business Site Lease process and the 2008 Uniform Leasing Regulations.

PARTNER SPOTLIGHT: U.S. SMALL BUSINESS ADMINISTRATION

Gain the Confidence to Pursue Your Small Business Dreams Have you dreamed about starting your own business but were unsure how to get started? The U.S. Small Business Administration (SBA) is here for you!

SBA helps to power the American dream of small business ownership. As the nation's only go-to resource and voice for small businesses backed by the strength of the federal government, SBA empowers entrepreneurs and small business owners with the resources and support they need to start, grow, expand their businesses, or recover from a declared disaster.

SBA recognizes that supporting entrepreneurship is a team effort. That is why SBA formed the Resource Partner Network to help small business owners with what we call the three C's of business: counseling, capital, and contracting. SBA's Resource Partner Network is comprised of independent organizations funded by SBA and provides high-quality training and business counseling for small business owners—for free or at a low cost. With more than 375 SCORE chapters, 980 Small Business Development Centers, 140 Women's Business Centers, and over 30 Veterans Business Outreach Centers across the country, you are never far away from SBA-approved experts who can help your business thrive.

Additionally, SBA's Office of Native American Affairs (ONAA) facilitates full access to business growth and expansion tools for small businesses owned by Native Americans. SBA's ONAA offers free technical assistance for a variety of business types. Follow this link to see which SBA ONAA Resource Partner fits your small business needs: [Native American-owned businesses | U.S. Small Business Administration](https://www.sba.gov/business-guide/grow-your-business/native-american-owned-businesses); link: <https://www.sba.gov/business-guide/grow-your-business/native-american-owned-businesses>



Karen Allen, Sr. Area Manager for Northern Arizona, U.S. Small Business Administration

Whether you need to create a successful business plan, guidance on funding and lender options, advice on expanding your business, or training your team, SBA and our nationwide network of resource partners is here to help.

- SCORE is the nation's largest network of volunteer business mentors that harnesses the passion and knowledge of real-world business executives to provide invaluable mentorship in person, via email, or over video chat. Visit www.sba.gov/score to sign up for a SCORE mentor and start working on your business goals.
- Small Business Development Centers (SBDCs): Help entrepreneurs realize their dream of business ownership with free business counseling and low-cost training on marketing, access to capital, technology development, international trade, procurement assistance, and more. Find the SBDC closest to you at www.sba.gov/sbdc
- Women's Business Centers (WBCs) are a great place to start your small business. The WBCs have a national network of community-based centers for counseling, training, mentoring, and referrals. Go to www.sba.gov/women to find the WBC closest to you.
- Veterans Business Outreach Centers (VBOCs) support "vetrepreneurs" and veteran small business owners with business training, counseling, mentoring, and referrals to other SBA resource partners. VBOC can also assist with procurement guidance, which can help your business better compete for government contract. Visit www.sba.gov/vboc to find out more

To learn more about SBA's resource partners, loan programs, or contracting programs, please feel free to reach out to Karen Allen, Senior Area Manager for Northern Arizona in SBA's Show Low office at 480-459-0748 or karen.allen@sba.gov.

Karen Allen
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SHIPROCK RBDO IN ACTION



Farmington, NM—The Shiprock RBDO hosts RBDO staff from across the Navajo Nation in Farmington in December for Leasing Regulations training.

RESOURCES AVAILABLE AT THE SHIPROCK RBDO



The International Economic Development Council (IEDC)

The International Economic Development Council (IEDC) is the largest membership organization serving economic developers to promote economic well-being and quality of life for their communities, by creating, retaining, and expanding jobs that facilitate growth, enhance wealth, and provide a stable tax base.

The U.S. Commercial Service/Arizona District Export Council

U.S. Commercial Service offers trade expertise with exporting, guidance and tips on how to grow your business internationally. It is part of a global network with resources, market information and international buyer connections.



Arizona District Export Council (AZDEC) is an organization of community business leaders with special trade knowledge and expertise in International Business. The AZDEC offers free export mentoring to help businesses develop export sales.



Baldrige Performance Excellence/Quality New Mexico

Baldrige helps organizations address a dynamic environment, focus on strategy-driven performance, achieve customer and workforce engagement, and improve governance and ethics, societal responsibilities, competitiveness, and long-term organizational sustainability. It offers a management approach that focuses on results, organizational and personal learning, and knowledge sharing. The program includes the Communities of Excellence program to help communities with a roadmap for improved economic vitality, health, education and quality of life.

Quality New Mexico is the organization that administers the performance excellence award for New Mexico. They provide workshops for leadership, management and workforce learning to improve your organization's capability, productivity and performance.

SAVE THE DATE

April 21, 22 & 23, 2025

NAVAJO NATION
ECONOMIC SUMMIT

"Investing in the Future of the Diné Economy"

Twin Arrows Navajo Casino Resort, Flagstaff, Arizona

Monday April 21st	Golf Tournament • Networking Reception Conference Registration
Tuesday April 22nd	General Sessions and Keynote Speakers • Procurement Business to Business Meetings • Luncheon Speakers • Afternoon Breakout Sessions
Wednesday April 23rd	Morning Breakout Sessions • Procurement Business to Business Meetings • Luncheon Business Awards Ceremony Closing Session
At the Summit	Over 35 Sessions, Networking, Exhibitors and Artisan Booths Business Plan and Small Business Awards Ceremony

GOLF
TOURNAMENT
APRIL 21, 2025

For More Information/Register at www.NavajoEconomicSummit.com (928) 871-6704/6544 Info@NavajoEconomicSummit.com

SHARE THE KNOWLEDGE: RUPs

Revocable Use Permits (RUP) on Navajo Nation Trust land offer a temporary and non-possessory privilege to use land for a specified purpose. According to the Navajo Nation Business Site Leasing Management Plan, these permits are distinct from leases, which grant a right to possess land. These permits can be revoked at any time by the Navajo Nation. Revocable Use Permits are typically issued when land has been previously withdrawn for commercial purposes.

Prospective permittees can navigate the process of obtaining a Revocable Use Permit on Navajo Nation Trust land. If you wish to apply for one of the Shiprock Regional Business Development Office's (RBDO) vacant withdrawn business sites, contact your local Regional Business Development Office.



Nataani Nez Restaurant

Join the Nataani Nez Restaurant for its official grand opening celebration.

When: Wednesday,
March 26, 2025

Where: Nataani Nez Restaurant
(Former NAPA Auto Parts)
Shiprock, NM

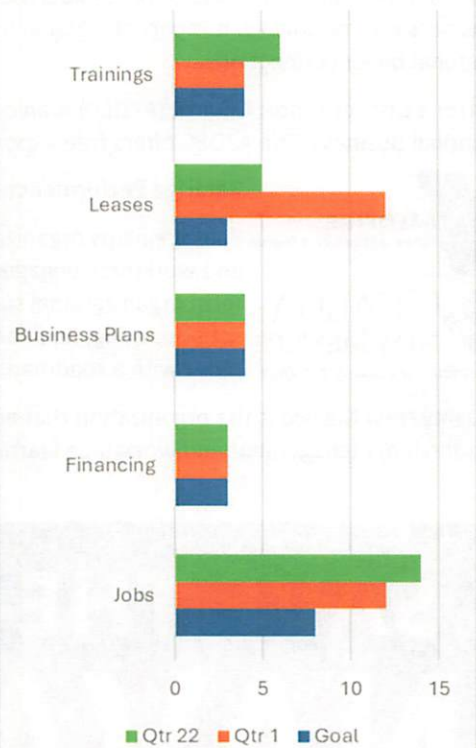
Contact the Shiprock Regional Business Development Office for details.

RUP REQUIREMENTS

- A. Original Permit (4 sets)
- B. Applicant's Letter of Intent
- C. Security, if it is an RUP and terms are six (6) months or more.
- D. Insurance Policies or Signed Indemnification Document
- E. Navajo Business Procurement Clearances
 - a. Accounts Receivable, Office of the Controller
 - b. Credit Services, Office of the Controller
 - c. Credit Services, Office of the Controller
 - d. Office of Navajo Tax Commission
 - e. Support Services, Division of Economic Development
 - f. Navajo Nation Shopping Centers, Inc.
- F. Certificate of Good Standing, if Permittee is a legally recognized entity
- G. Environmental Review, if the Permittee is conducting a business related to oil, gas, propane, flammable material, hazardous, and regulated substances.
- H. Administrative fee - \$100.00 money order payable to the Navajo Nation.
- I. Permittee to register with Office of Navajo Tax Commission.



Shiprock RBDO FY2025 Performance Measures



SHIPROCK RBDO IN ACTION



Camp Verde, AZ — RBDO staff participating in Strategic Planning session for the Small Business Development Department



Washington, DC — Shiprock RBDO congratulates Michael Southard of the Choctaw Nation, named Economic Development Organization of the Year