

2008

Native American Youth Entrepreneur Camp

camp #12

Sunday, July 20
to Friday, July 25



Training Entrepreneurs, Growing Businesses, Building Communities

camp info

Join us at the twelfth Native American Youth Entrepreneur Camp, June 17-22, 2008, on the campus of the University of Arizona in Tucson.

Learn to build private-sector enterprises in Indian Country. Visit Indian-owned businesses and meet the owners. Enjoy extra-curricular activities on and off the UA campus.

Like the real world, the camp is intensive and challenging, but rewarding and fun!

During the six-day camp, students will reside on campus, eat in the Student Memorial Union, and attend classes on the UA campus.

important dates

register by	July 1
cancel by	July 14
camp starts	July 20
youth marketplace	July 23
bus. plan showcase	July 25
camp ends	July 25

start your own business!

High school juniors, seniors, and recent graduates: Would you like to learn real-world business skills? Are you interested in starting your own business, doing work that you'll enjoy? The Native Nations Institute's award winning Native American Youth Entrepreneur Camp (NAYEC) can get you there.

NAYEC will help you build entrepreneurial skills, gain real-world experience, and teach you how to plan, implement, and run your own business. With the guidance of highly qualified instructors, you will learn the basics of economics, computer skills, and business-plan preparation.

Your week will be full of hands-on projects, as well as the chance to meet and seek advice from experienced Native American business professionals. And of course, there will also be time for fun with your fellow students, who come to NAYEC from Indian nations all over Arizona and the U.S.

Before the week is over, the Youth Marketplace will give you the chance to use what you've learned and try your hand at running your own business. Plus, you'll write a plan for a real business that you can begin as soon as you return home!

presented by: Native Nations Institute
for Leadership, Management
and Policy
The University of Arizona



camp info

the sponsor

NAYEC was designed by Joan Timeche (Hopi) while she was Director of the Center for American Indian Economic Development at Northern Arizona University.

In 2001, Ms. Timeche & NAYEC relocated to the Native Nations Institute for Leadership, Management, and Policy (NNI), located at the Udall Center for Studies in Public Policy at the University of Arizona. Consistent with NNI's mission to support the self-governance of Indian nations, the camp's intent is to foster this effort among Native youth.

Ms. Timeche, who has a MBA degree, continues to serve as the Camp's primary instructor. In early 2006, Ms. Timeche was presented with the 'Youth Entrepreneurship of the Year' award by the National Center for American Indian Enterprise Development (NCAIED) at the 20th Annual National Reservation Economic Summit (RES 2006) in Las Vegas, NV.

the students

NAYEC was created for Native Americans who are:

high school juniors or seniors (as of Fall 2008), or
2008 high school graduates.

The camp is limited to 30 participants, so register early!



the cost

The tuition fee of \$650/student covers six nights in an on-campus residence hall with linen, 3 meals a day, session materials, instruction, & basic extra-curricular fees.

We encourage students & parents to inquire with their tribal youth programs, WIA, or educational departments, as well as with tribal enterprises, to help pay the camp tuition.

Sponsorship opportunities & partial scholarships might be available. Contact Monica Agar at (520) 626-0664 for more information.

main events at NAYEC

youth marketplace

july 23

As part of the session materials, each student receives \$10 of venture capital to purchase wholesale inventory that they will sell at a Youth Marketplace that will be open to the public. This project teaches students:

- sales techniques,
- how to price and forecast sales, and
- record-keeping.



business plan showcase

july 25

During the camp, students will create a business plan that can be implemented for an actual business upon their return home. At the Business Plan Showcase, each student will make a formal presentation of their business plan to a panel of judges. Three cash prizes are awarded to help implement the most promising student businesses.



agenda

day 1, sunday

12:00 pm Registration & Lunch
 1:00 pm Mandatory Parent & Student Orientation
 2:00 pm Dorm Check-in & Unpacking
 3:15 pm Welcome
 First Impressions
 Building Trust
 5:30 pm Dinner
 7:00-9:00 pm What is an Entrepreneur?
 Guest Speaker
 What is a Business Plan?
 Opportunities are Everywhere!
 11:00 pm Lights Out!

day 2, monday

7:00 am Breakfast
 8:15 am Indian Economic Development and Tourism
 What Are You Selling?
 Economics of the Marketplace
 Keeping Good Records
 11:45 am Lunch
 1:00 pm Field Trip
 Opening the Lines of Communication
 Free Your Mind
 Where Do I Start?
 5:00 pm Dinner
 6:30-8:30 pm Business Plan Preparation
 11:00 pm Lights Out!

day 3, tuesday

7:00 am Breakfast
 8:15 am Is Your Business Feasible?
 The Bottom Line
 Sales Power!
 Mastering Marketing
 Winning Marketing Strategies
 12:00 pm Lunch
 1:00 pm Creating Raving Fans
 How will you Market your Business?
 Business Plan Preparation

5:00 pm Dinner
 6:30-8:30 pm Business Plan Preparation
 11:00 pm Lights Out!

day 4, wednesday

7:00 am Breakfast
 8:15 am Keeping Track of the Numbers
 Setting up for the Marketplace
 Practicing Sales Power
 11:00am-1:00pm Youth Marketplace (Open to Public)
 1:00-2:00 pm Lunch
 2:30 pm Where do you get the Money?
 Guest Speaker
 Understanding Financial Statements
 How will you Manage your Business?
 5:00 pm Dinner
 7:00-10:00 pm Fun Activity
 11:00 pm Lights Out!

day 5, thursday

7:00 am Breakfast
 8:15 am Plan Ahead
 Life Management 101
 Business Plan Preparation
 Lunch
 12:00 pm Business Plan Preparation
 1:00 pm Presentation Tips
 Pizza Party
 5:00 pm Business Plan Preparation
 7:00-8:30 pm Business Plan Preparation
 11:00 pm Lights Out!

day 6, friday

7:00 am Breakfast
 9:00 am Showcase Preparation
 9:30 am Business Plan Showcase
 (Open to Parents & Invited Guests)
 12:00 pm BBQ Luncheon
 1:00 pm Strategies for Success
 "Words of Wisdom"
 2:00 pm Awards Ceremony
 3:00 pm Check-out



"thanks for the best week!"



"thanks to the director, teachers, student assistants, and guest speakers, i'm taking the information back to my community"



"NAYEC was worthwhile, it gave me a new vision of the future."



Native Nations Institute
Udall Center for Studies in Public Policy
The University of Arizona
803 E. First Street
Tucson, AZ 85719

#237530

register now!
space is limited

How do I register?

Submit your completed application with the following:

- ◆ A one-page, typed, double-spaced essay on the following topic: "My Community in the Year 2018"
 - * How has your community changed (physically, socially, economically, culturally)?
 - * What businesses exist?
 - * Who lives there? Do you?
- ◆ The \$650 tuition fee **OR** 50% tuition deposit of \$325 **OR** an approval letter indicating that funding will be provided by a tribal program or department
- ◆ A \$25 non-refundable application processing fee
- ◆ A copy of a Certificate of Indian Blood or enrollment card

To request a refund (less a \$50 processing fee), a letter of explanation should be submitted at least two weeks in advance of the camp to NNI Assistant Director Joan Timeche.

All checks should be made payable to:
Native Nations Institute/UA

MAIL APPLICATION TO:
Native American Youth Entrepreneur Camp
Native Nations Institute
Udall Center/University of Arizona
803 E. First Street
Tucson, AZ 85719

QUESTIONS:
Contact Monica Agar
Ph: (520) 626-0664
Fx: (520) 626-3664
nni@email.arizona.edu
www.nni.arizona.edu

registration deadline:
July 1, 2008

The Native Nations Institute for Leadership, Management, and Policy (NNI) -- founded by the Morris K. Udall Foundation and the University of Arizona (UA), and housed at the UA's Udall Center for Studies in Public Policy -- serves as a self-determination, self-governance, and development resource for indigenous nations in the United States, Canada, and elsewhere.