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New Mexico Tribal Economic Profile – Project Summary: Economic Contribution of Tribes to State

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Americans for Indian Opportunity (AIO)

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NEW MEXICO TRIBAL ECONOMIC PROFILE

PROJECT SUMMARY

Americans for Indian Opportunity has developed a pilot project in cooperation with the Ford Foundation to document the economic contribution of Native Americans to the New Mexico state economy.

Following a number of collaborative meetings involving the University of New Mexico, the State Indian Commission, the Governor's Office and participating Pueblo and Tribal governments, a series of survey instruments were drawn up for distribution among the various Tribal, State and Federal agencies.

New Mexico was selected for the project because, in our opinion, it is an Indian-friendly State with good working relationships between the State and its Pueblos and Tribes. Data from four Tribes covering tribally owned businesses, tribal natural resource development, culture and tourism activities and privately owned Indian businesses will be aggregated to illustrate the significance of Tribal economies to the State economy.

Data will also be drawn from the various state departments, commissions, boards, agencies and other government bodies. All revenue that comes into the State because of the Indian population will be documented as will data from inter-tribal organizations and Federal agencies serving Indians housed in New Mexico.

To our knowledge, no State has documented the economic contribution of its Native American population to the State economy. The results of New Mexico's pilot study should lead to collaborative partnerships that benefit both state and tribal governments and significantly impact all social and economic planning processes.

AIO
Americans for Indian Opportunity

PUEBLO AND TRIBAL SURVEY INSTRUMENTS

Survey instruments will go to four Pueblos and Tribes with diverse economic situations, all data collected being aggregated and weighted for the State's Indian population as a whole.

The survey instrument to be sent to the President or Governor will include a request for information about general Tribal expenditures such as payroll, health and welfare, education, tribal enterprises, judicial system, etc. It will also include a request for information about the volume of revenue from sources such as federal programs, state programs, tribal taxes, tribal leases, etc.

The survey document will request information on tribal employment, tribal enterprises, and events sponsored by the Tribes such as feast days and pow wows. An estimate of the income realized by Tribal members from participation in activities associated with Native American arts and crafts will be requested as well.

A separate questionnaire requesting information on business type, employment and gross sales will be sent to Indian-owned business enterprises and inter-tribal groups that organize events such as rodeos, Indian markets, etc.

Copies of the survey documents describes above are included in the package of materials provided herein. The package includes the letter of transmittal, an instruction sheet and the survey report form.

TRIBAL ECONOMIC AND BUSINESS REPORT
SURVEY REPORT
TRIBAL ECONOMIC PROFILE

1. Name and Address of Tribe: Jicarilla Apache Tribal Council
P.O. Box 147
Quice, NM 87528

2. Total Tribal Budget \$ _____

3. Sources of Revenue to cover expenditures in Tribal Budget:

Federal Monies		\$ _____
Tribal Taxes		\$ _____
Sales Tax	\$	_____
Possessory Interest Tax	\$	_____
License Fees	\$	_____
_____	\$	_____
_____	\$	_____
Tribal Enterprises (Net Revenue)		\$ _____
_____		\$ _____
_____		\$ _____
Total Revenue (Should Equal Total Tribal Budget)		\$ _____

4. Total Number of Tribal Employees (Full time equivalents):
Native American _____ Other _____ Total _____

5. Total Tribal Payroll \$ _____

6. List all Tribal Enterprises and provide a brief description of each (Livestock, Restaurant, Motel, Hunting & Fishing, Service Station, etc.):

- a. _____

- b. _____

- c. _____

- d. _____

(If more space is required to list existing Tribal businesses please continue your listing on a separate page.)

7. Number of employees (full time equivalents) employed in Tribal businesses:

a. Native American _____	Other _____	Total _____
b. Native American _____	Other _____	Total _____
c. Native American _____	Other _____	Total _____
d. Native American _____	Other _____	Total _____

(Include all Tribal businesses listed in question 6 above.)

8. For each Tribal Enterprise listed in your answer to question 6 provide the total payroll and the gross receipts (or gross sales) for each enterprise listed.

Enterprise Name	Total Annual Payroll	Gross Receipts/Sales
a. _____	\$ _____	\$ _____
b. _____	\$ _____	\$ _____
c. _____	\$ _____	\$ _____
d. _____	\$ _____	\$ _____

(If more space is required to list existing Tribal businesses please continue your listing on a separate page.)

9. List events sponsored by the Tribe (Fodao, Indian Market, etc.) and Tribal dollars budgeted for each event:

- a. _____ \$ _____
- b. _____ \$ _____
- c. _____ \$ _____
- d. _____ \$ _____

10. List sources of income realized by Tribal members coming from skills in Native American arts and crafts (Pottery, Jewelry, Blankets, etc.) and estimate of gross revenues realized from each source:

Pottery Making \$ _____

Jewelry Making \$ _____

Basket Weaving \$ _____

Blanket Weaving \$ _____

_____ \$ _____

_____ \$ _____

_____ \$ _____

Total Income from Arts and Crafts \$ _____

11. Total Tribal expenditures to promote sales of arts and crafts. Do not include Tribal expenditures to promote Tribal events and therefore expenditures already included in your answer to question 8.

\$ _____

12. Name, Title and Phone Number of the person(s) who completed this form:

Name _____

Title _____

Phone Number (505) _____

INSTRUCTION SHEET

The information provided herein is intended to assist you, or the person designated by you, to complete the 3 page TRIBAL ECONOMIC PROFILE survey report. Many of the questions and data requested are self-explanatory, but we will go through each question carefully to ensure that consistent data is supplied by all of the Tribes involved in the study.

To ensure that we get compatible data from all of the Tribes, we are requesting that data be provided for fiscal years 1989-90 and 1990-91. Should your Tribe operate on a calendar year basis we would request that the data be provided for two calendar years 1990 and 1991.

1. The name and mailing address of your tribe has been entered for you in the space provided. Please make any corrections that are necessary to the entry that has been made.
2. This question requests the total dollar amount of your Tribal Budget regardless of the source of the money used to cover the expenditures included in that budget.
3. Question 3 seeks to identify the source of funds used to cover Tribal expenditures included in the Tribal Budget. First the dollar amount of federal money included in the Tribal Budget is requested (this is federal money used for all tribal projects or activities included in the Tribal Budget). A breakdown of Tribal Revenues (Taxes) by type of tax is then requested. Some blanks have been provided for you to add tax categories as required to identify all revenue sources contributing to the Tribal Budget.

You are also asked to identify Tribal enterprises and to indicate the revenue generated by each, i.e., what each Tribal enterprise contributes to the Tribal Budget. Note that the Total Revenue sources listed should add up to equal the Total Tribal Budget recorded in question 2.

4. This question should be self explanatory. We seek employment numbers (full time equivalents) for Tribal employees and a breakdown of how many Tribal employees are Native Americans and how many are others.

5. Question 5 requests the total Tribal payroll, i.e., the dollar amount paid to the Tribal employees that were included in the answer to question 4.
6. This question asked you to list all Tribal Enterprises and to provide a very brief description of each. A Tribal Enterprise is here defined to include all businesses operated by the Tribe. Special events that do not represent full time Tribal business operations should be listed in your answer to Question 9.
7. This question asks for a breakdown of employment (full time equivalents) in each Tribal Enterprise.
8. Question 8 requests the total annual payroll and the gross receipts (or gross sales for each Tribal Enterprise listed in your answer to Question 6).
9. Question 9 requests information about Tribal events such as rodeos, arts and crafts shows, etc.) and the Tribal dollars budgeted for each event.
10. This question will probably be the most difficult for you to answer. But let me emphasize that this is a very important question that we need you to take very seriously. We need you to use whatever information may be available to estimate the gross dollar volume of sales by Tribal members of pottery, jewelry, baskets, blankets, etc. This number is critical if we are to accurately represent the contribution of Native American "Cottage Industries" to the State economy.
11. This question requests an estimate of the Tribal expenditures made to promote sales of the Tribes arts and crafts. Some of the Tribal expenditures listed in response to question 8 may be expenditures that promote the sale of arts and crafts. These expenditures should not be included in your answer to question 10.

12. Should questions arise in the aggregation of the data recorded on this survey report we would like to be able to contact the individual who was responsible for the completion of this survey document. Therefore we are requesting that he or she record their name, title and phone number in the spaces provided.

WE REQUEST THAT THE COMPLETED SURVEY REPORT BE
SUBMITTED TO THE ADDRESS LISTED BELOW ON OR BEFORE
JULY 25, 1992

- Please return the completed Survey Report to :

LaDonna Harris
Executive Director
Americans for Indian Opportunity
3508 Garfield Street, N.W.
Washington, DC 20007

III. GOALS AND OBJECTIVES

In many ways, the situations described above also exist for several of the smaller (population) western states. The lack of information about the contributions to the larger economic scene results in unnecessary friction between western states and the larger eastern states. The several Indian tribes experience the same aggravation and frustration in their dealings with the state governments with which they must interact.

Western tribes and states must address problems of economic vitality in rural areas, including investments in infrastructure and in human capital. The tribes and the states have similar health care problems and the need to protect the environment and regulate sources of pollution that affect Indian and non-Indian alike.

The tribes and the smaller states must comply with costly federal regulation and legislation, many times without the monetary means to comply. Recent tax legislation and federal cutbacks have shifted some of the burden of providing many social services to the states. Also, transportation problems and maintenance and repair of highways have been delegated to the states, and in some cases, down to the tribal units within the several states. Many of the problems that have led to state and tribal friction are not of the participants making and are actually transboundary in scope and nature.

The goal of this project is to foster economic understanding and cooperation between state and tribal governments by developing hard data on how they currently interact. The network of economic relationships that has developed between tribal and non-tribal entities is not well understood. Therefore, the development of mutual understanding is a vital and necessary step toward providing the kind of cooperation between tribes and states that will lead to integrated economic development. In this way, states and tribes can better manage and address the problems which are common to both entities.

The following objectives have been identified for this project:

1. To assemble a model statewide consortium of tribal, state, federal and higher education organizations capable of tracking present and potential contributions made by tribes to local, state and regional economies. It is anticipated that creation of this body will result in mutual understanding and ownership of the data that is gathered and will help institutionalize this data gathering and analysis activity for the period after project funding has ended.

During the project year, the model consortium will be created in two target states: in New Mexico, where tribal and state relations and cooperation is fairly well developed; and in a state like South Dakota, where old hostility is still present and needs to be overcome.

2. To create a model for gathering the data on tribal contributions.
3. To apply the model in New Mexico.
4. To assemble and analyze the information in order to present a preliminary picture of the contributions tribes make to local, state, and regional economies.
5. To disseminate this information at every level as a first step to tribes and states replicating the data generation and analysis process on a state-by-state basis throughout the rest of Indian country.

It is believed that accomplishing these stated objectives will increase tribal visibility and improve the general understanding of economic relations and interchange between tribes and units of state, local and the national governments, as well as, economic relations in rural America as a whole.

It is also believed that achieving these stated objectives through implementation of the proposed program of work (presented below) will produce numerous secondary benefits in the areas of joint Indian and non-Indian projects and developments.