



Lummi Te'Ti'Sen Center
Lummi Nation

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Office of Economic Policy



About Lummi Te'Ti'Sen Center

- Tribal small business incubator center
- Originally named the Lummi Gateway Center, and was changed in 2014 to the Lummi Te'Ti'Sen Center
- Built in 2011
- Has approximately 5,815 square feet of office and retail space
- Located off the reservation but on tribal trust land



Partnerships...

- Made possible by:
 - Lummi Nation
 - Northwest Area Foundation
 - Department of Commerce
 - Bill and Melina Gates Foundation
 - U.S. Economic Development Administration
 - The Paul G. Allen Family Foundation



THE PAUL G. ALLEN
FAMILY FOUNDATION



BILL & MELINDA
GATES foundation

Community Vision...

- In 2010, Lummi Nation received a \$6 million dollar grant from the Northwest Area Foundation and created the Lummi Ventures Program, designed to, “Significantly reduce poverty rates at the Lummi Nation over time”.
- A Community Plan was developed after 18-months of intensive community meetings and listening sessions.
- One of the outcomes was the community’s desire for a micro-enterprise center for education and training for tribal entrepreneurs and artists.

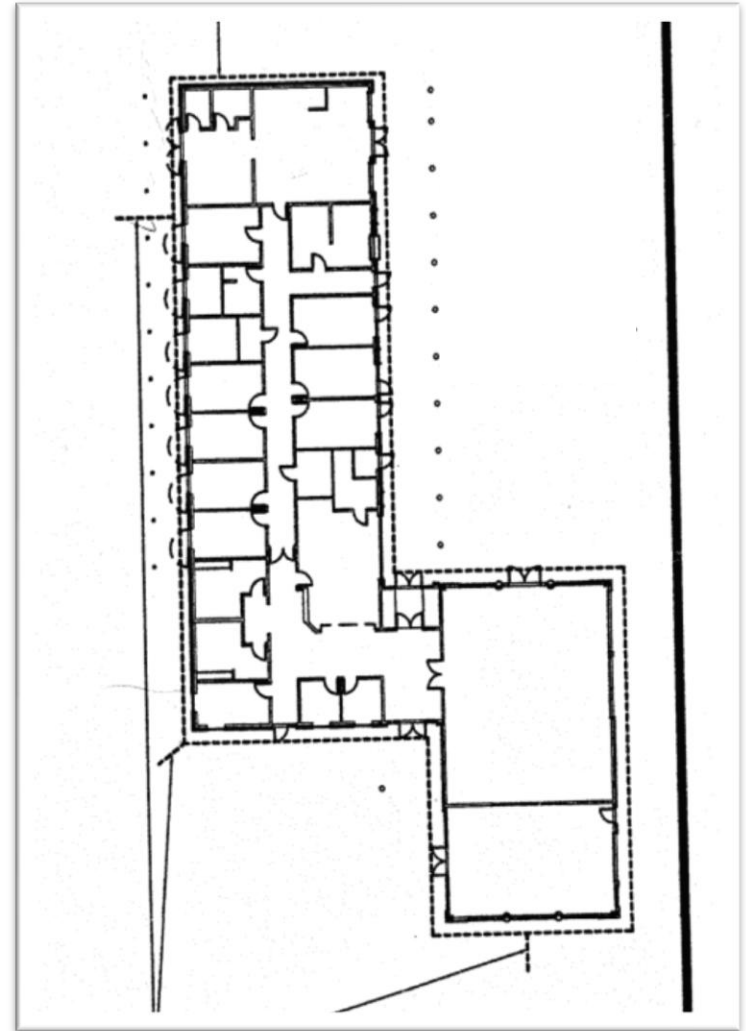
Mission Statement



The Lummi Te’Ti’Sen Center is a stepping stone for tribal entrepreneurs and tribal artists with the intent of doing business to “grow into and then out of” the Lummi Te’Ti’Sen Center and branch out on their own after receiving intensive support services that their business needs to thrive.

What the building has to offer:

- Seafood market
- Small café
- Vending room
- 3 small retail front shops
- 4 art studios
- 1 large gift shop
- 1 business resource room
- 2 offices
- 1 large multipurpose room
- 1 carving shop
- Traditional BBQ fish pit



Signage is key!

Current Tenants:

- Lummi Seafood Market
- Salish Screenprinting
- The Sanctuary Salon
- Native Knits (recently moved out)
- Jeanie's Gift Shop (coming soon)



Successes...

- We've supported a number of tribal entrepreneurs that wanted to take the next step into retail
- We've provided tribal artists a spot to work on their art away from any other distraction
- Some successes have also been viewed as failures
- Subsidized approach to trying something new
- We've brought together our community through events such as: Coast Salish Winter Festival, Weavers Teaching Weavers Conference, community meetings, birthday parties, etc.

Challenges...

- A recent market study conveyed...
 - Retail business will not be successful at this location:
 - The site is too far away from a large daytime population
 - There is not enough traffic (vehicular or pedestrian) or other retail businesses to attract retail uses or to attract customers
 - The area is mostly industrial businesses
 - The building cannot be seen by drive-by traffic

Our Plan...

- Provide on-site management
- Provide one-on-one entrepreneur support
- Offer highly subsidized rent
- Advertise the event center to generate foot traffic
- Advertise new businesses online
- Strengthen our website for online presence
- Seek tenants that would be suitable for this location
- Continue to provide a place for tribal entrepreneurs and tribal artist as a place they can call their own
- Continue to seek funding to support our efforts
- Continue to seek partnerships that strengthen and compliment our efforts

Native American Business Incubator Act



- We're eagerly tracking bill S.607 sponsored by Senators: Maria Cantwell, Tom Udall, and Jon Tester.
- Legislation to help launch small businesses and encourage job creation in Indian Country.
- The bill will create an annual \$5 million competitive grant initiative within the Interior Department's Office of Indian Energy and Economic Development to establish or maintain business incubators that serve Native American communities.



HyShqe (thank you)

Questions?