

Sister Entrepreneurs

Starting, Growing and Diversifying Sister Sky



About Us

- 20+ years in business
- Located in Spokane, WA.
- Diversified Company
 - ✓ Products
 - ✓ Services

Marina
TurningRobe



- Customers: hotel, spa and gift industry
- Clients: federal, tribal and non-profit.
- Spokane Tribe
- Pauquachin First Nation

Monica
Simeon





Our Journey to Prosperity

1

2

3

4

5

IDEA

PIVOT

DIVERSIFY

PATHWAY

WEALTH



IDEA



OPPORTUNITY

Indian Gaming

- BIA Loan Guarantee Program: US Bank (Resource)
- Plan & Executed
 - ✓ We showed up, spent money, worked hard, went broke.
- Indian Gaming did not buy.
- Lessons learned:
 - ✓ Improve business model
 - ✓ Improve partnership



PIVOT

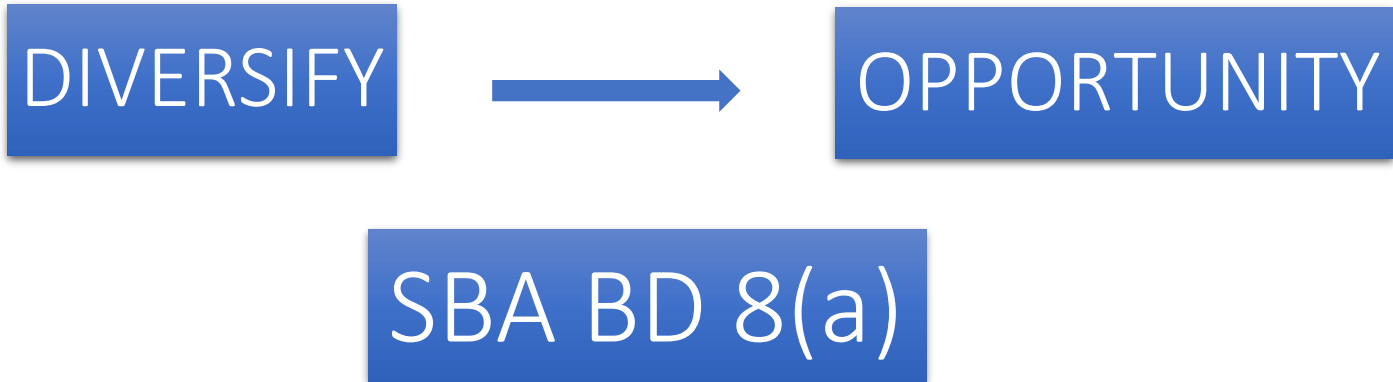


OPPORTUNITY

Partnership

- Secured National Distribution Partner (Marietta Hospitality)
 - ✓ Our brand was strong in Indian Country.
 - ✓ Economy tanks; Indian Gaming grows.
- New Model needs funding.
 - ✓ BIA / US Bank “we are out.”
- CDFI – Craft 3
 - ✓ Champion – Jim Stanley, Quinault.
- SUCCESS: 750,000 units in 6 weeks.

“Sister Sky is important to the economic ecosystem in Indian Country.”



- 3 years to complete application.
 - ✓ It's a start up process! 2 years of crickets.
- Diversification needs funding.
 - ✓ Current lender Craft 3 "we don't get it."
 - ✓ We had to find a lender that understood.
- CDFI – Northwest Native Development Fund (NNDF)
 - ✓ Champion – Ted Piccolo, Colville.
- SUCCESS: \$1.5 million in contracts in 1 year

"We get it! We can help."



PATHWAY TO PROSPERITY

- Journey began in 2005 – first with products now with services.
 - ✓ Growth: due to partnership and diversification.
- Pathway to Prosperity
 - ✓ Indian Gaming - NO
 - ✓ SBA BD 8(a) PROGRAM - YES
- WHY? 8(a) PROGRAM
 - ✓ Structure
 - ✓ Goals
 - ✓ Champions
 - ✓ Accessibility
 - ✓ Accountability /Scorecards

SBA PROCUREMENT 2017
\$105 billion to small business

**INDIAN GAMING
INDUSTRY 2017**
\$4.2 billion non gaming



PROSPERITY & WEALTH

- Went from 3 to 14 employees in 1 year.
 - ✓ We have 85% Native American employment rate.
 - ✓ 313% increase in payroll taxes
 - ✓ Offer healthcare benefits
- 370% revenue growth in 1 year.
 - ✓ 75% from 8(a) service contracts.
- 642% increase in business taxes in 1 year
 - ✓ Contributing to local community taxes
- Over \$205,000 in subcontracting in 1 year
 - ✓ Native Owned, Woman Owned, Local Small Business.
- Moved from 500 sq ft basement office to a 3,000 sq ft office.
 - ✓ Providing our team with the space and equipment to succeed.



NEXT GEN SISTER SKY!

- We are successfully employing the next generation!





Thank You!

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