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FEDERAL RESERVE BANK OF MINNEAPOLIS

CULTIVATING NATIVE ECONOMIES IN THE 21ST CENTURY

Federal Contracting

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The views expressed here are the presenter's and not necessarily those of the Federal Reserve Bank of Minneapolis, the Federal Reserve Bank of San Francisco or the Federal Reserve System.



AGENDA

1. What are Native entity enterprises?
2. What has CICD learned about Native entity federal contracting so far?

What are Native entity enterprises?

**NATIVE
ENTITIES**

**Federally
Recognized Tribe**
(Tribe)



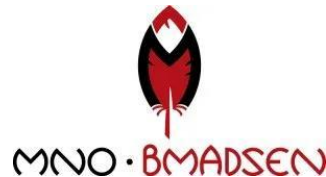
**Alaska Native
Corporation**
(ANC)



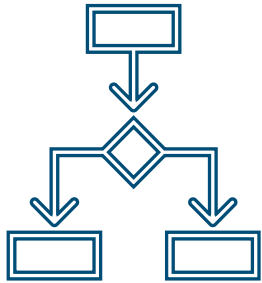
**Native Hawaiian
Organization**
(NHO)



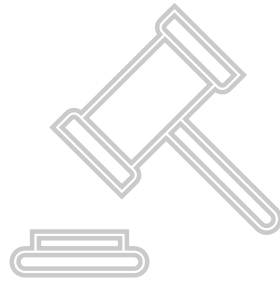
ENTERPRISES



Native entity enterprises fulfill unique role for their communities



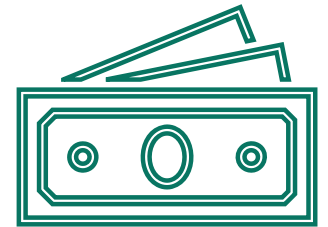
Enterprises owned by Native entities



Distinct legal structures



Distinct connections to associated Native communities



Source of revenue and ability to provide critical community services



**WHAT HAS CICD LEARNED ABOUT NATIVE
ENTITY FEDERAL CONTRACTING SO FAR?**

Native entity involvement in contracting is extensive



Alaska Native Corporations (ANCs)
1,396 companies owned by 79 ANCs



Native Hawaiian Organizations (NHOs)
117 companies owned by 22 NHOs



Federally Recognized Tribes
1,110 companies owned by 290 tribes

There are **2,623** unique companies in contracting that are owned by **391 Native entities**, and operate in over **160 countries**, all U.S. territories and all **50 states** that earned over **\$200 billion** across **40 years**.

SOURCE: CICD'S NATIVE ENTITY ENTERPRISE DATASET (NEED), FPDS-NG ACCESSED VIA HIGHERGOV, FRED, AND AUTHOR'S CALCULATIONS
PRELIMINARY AND SUBJECT TO CHANGE

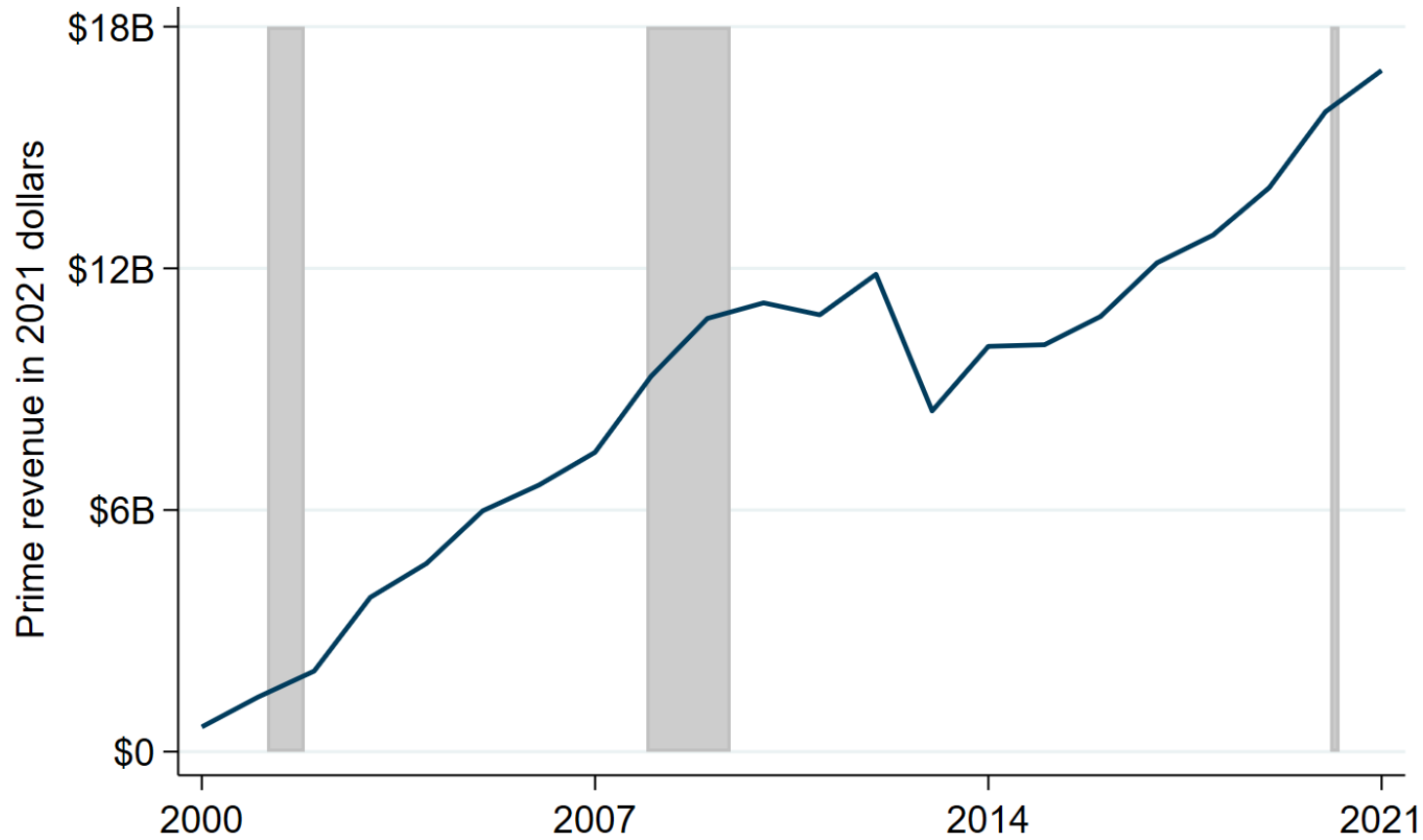
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OPPORTUNITIES

Native entities have experienced growth in federal contracting

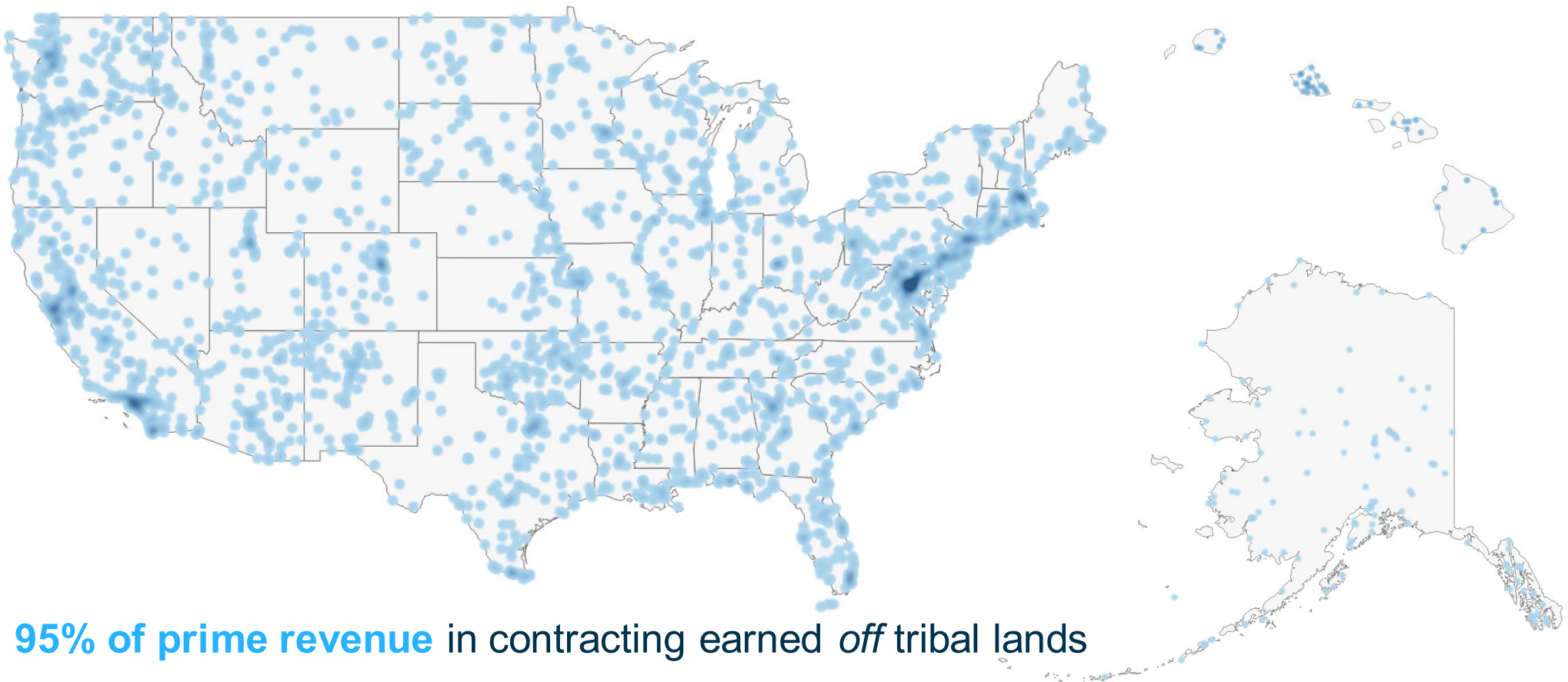
Federal contracting prime revenues have increased from \$615M to \$16.9B between 2000-2021



SOURCE: CICD'S NATIVE ENTITY ENTERPRISE DATASET (NEED), FPDS-NG ACCESSED VIA HIGHERG0V, FRED, NBER AND AUTHOR'S CALCULATIONS
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This growth has occurred throughout the United States

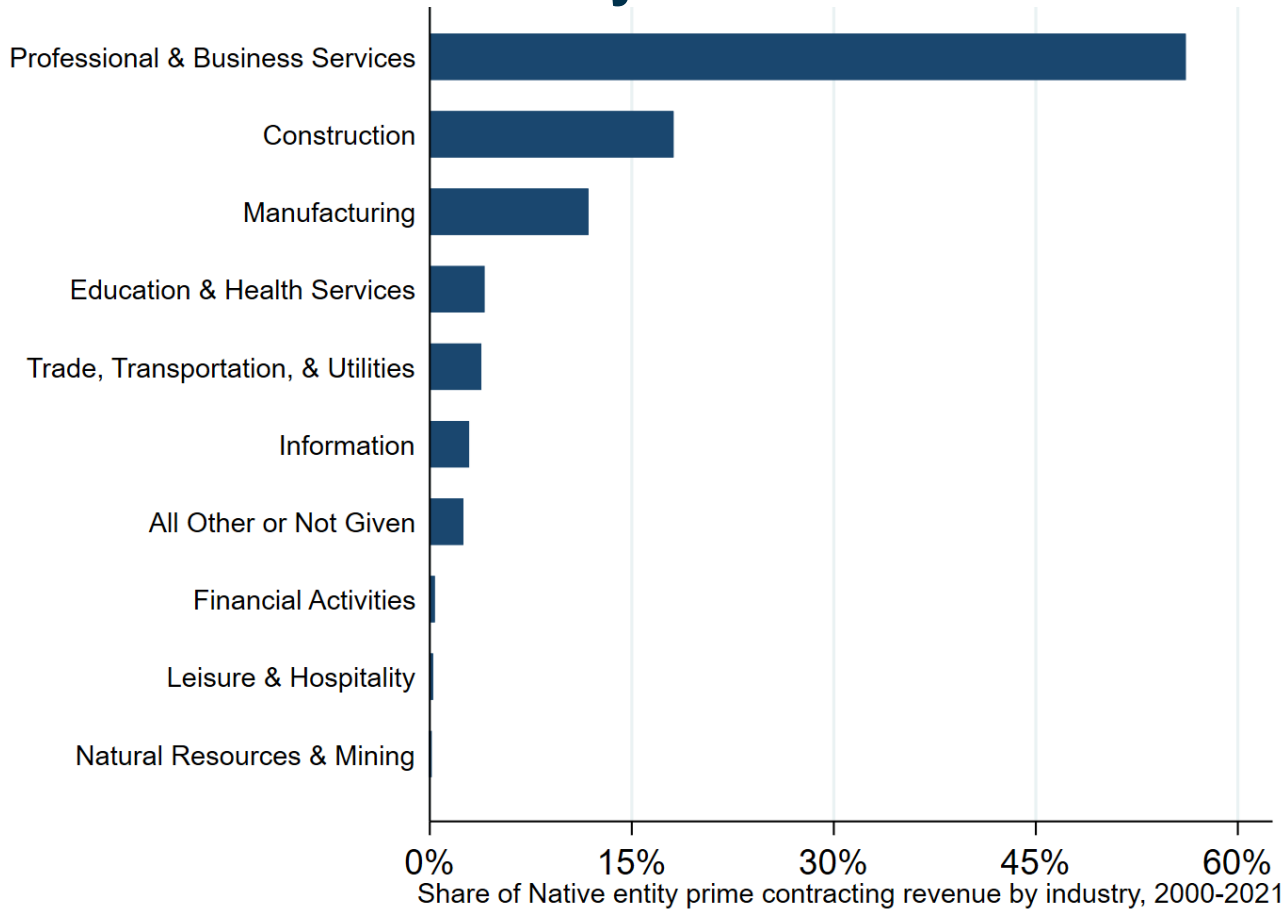


95% of prime revenue in contracting earned *off* tribal lands

SOURCE: CICD'S NATIVE ENTITY ENTERPRISE DATASET (NEED), FPDS-NG ACCESSED VIA HIGHergOV, AND
AUTHOR'S CALCULATIONS
PRELIMINARY AND SUBJECT TO CHANGE

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Across a diverse array of industries



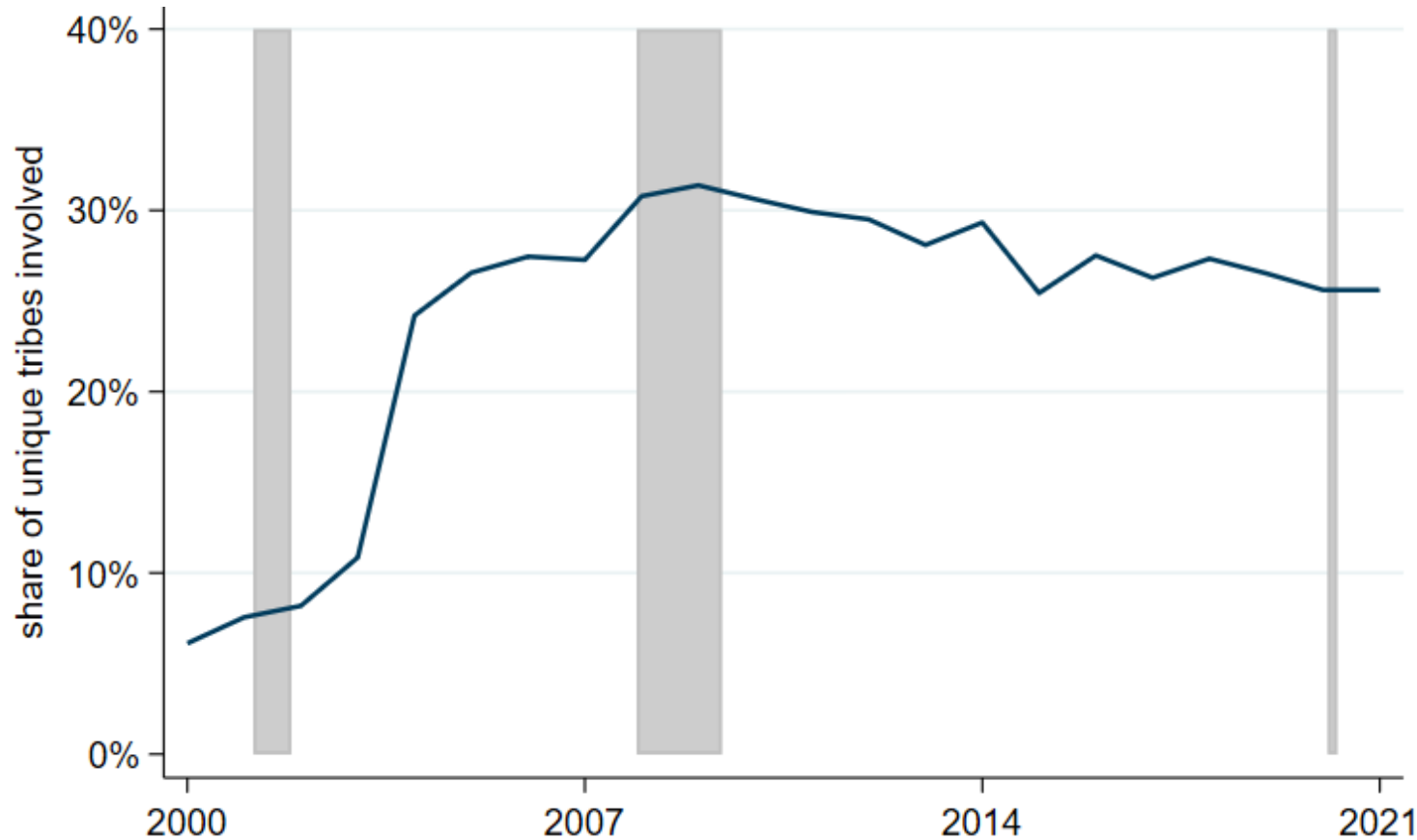
Native entities are finding success in the most prevalent sectors in the industry

SOURCE: CICD'S NATIVE ENTITY ENTERPRISE DATASET (NEED), FPDS-NG ACCESSED VIA HIGHergOV, AND AUTHOR'S CALCULATIONS
PRELIMINARY AND SUBJECT TO CHANGE



BARRIERS

Macroeconomic conditions and policy matter for Native entity federal contracting



There is a 5-percentage-point decline in share of tribes participating in contracting after the 2008 recession

SOURCE: CICD'S NATIVE ENTITY ENTERPRISE DATASET (NEED), FPDS-NG ACCESSED VIA HIGHergOV, FEDERAL REGISTER, NBER AND AUTHOR'S CALCULATIONS
PRELIMINARY AND SUBJECT TO CHANGE

Future work

- What are the community benefits of Native entity federal contracting?
- What are the barriers for Native entity federal contracting?
- What are the effects of economic shocks and policy on Native entity federal contracting?
- Add state-recognized tribal enterprises to dataset
- Work with data vendor to maintain updated Native entity federal contracting data

Thank you!

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The screenshot shows the website for the Center for Indian Country Development, part of the Federal Reserve Bank of Minneapolis. The header includes navigation links: FROM THE PRESIDENT, BANK NEWS & EVENTS, CAREERS, and CONNECT WITH US. Below this is a secondary navigation bar with ABOUT US, REGION & COMMUNITY, RESEARCH, BANKING, and POLICY, along with a search icon. The main content area features the title "Center for Indian Country Development" and a large image of a woman holding a young child. To the left of the image is a sidebar menu with the following items: About Us (+), Data & Resources (+), Events & Speeches, Publications, Research Papers (+), and Connect.



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