

**AICCNM & The  
Native Economic  
Advancement and  
Development  
(NEAD) Initiative**

NM Economic and Rural Development and  
Policy Committee

July 6 – 7, 2023

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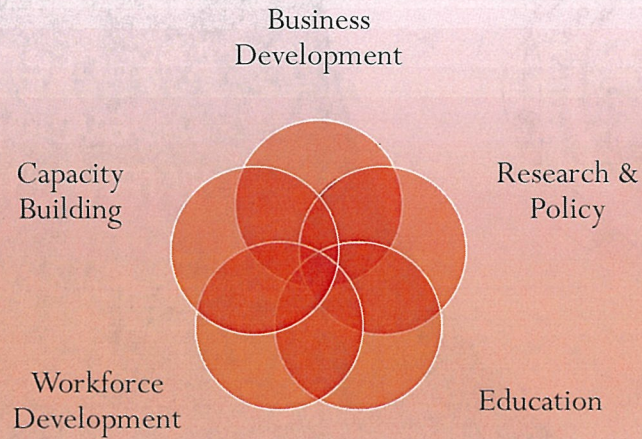
**American Indian  
Chamber of Commerce of New Mexico**

**Vision**  
Native Business Success

**Mission**  
To achieve successful economic development initiatives while  
incorporating, strengthening and building on community and tribal  
values

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## American Indian Chamber of Commerce of New Mexico



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## Native Economic Advancement and Development (NEAD) Initiative

Build capacity in tribal areas statewide to foster economic growth, create jobs, and support the community

### Focus Areas

Workforce Development

Entrepreneurship

Business Development

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## NEAD Goals

GOAL 1: Support workforce development.

- “Preparing for Job Success” training for job seekers; 5 session series
- “Skills for Success” training focused on soft skills; 4 session series
- “Supporting Our Workforce” training for employers; 4 session series

GOAL 2: Improve access to capital.

- Financial Literacy training; under development; potential topics to include personal budgeting, spending and savings plans, establishing credit worthiness, and borrowing money.

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## NEAD Goals

GOAL 3: Develop business leadership and organizational capacity.

- “Business Growth in a Changing Economy” training for business owners and leaders; 10 session series

GOAL 4: Promote business growth through federal contracting and other national business opportunities.

- “Business Growth Through Contracting” training for business owners and leaders interested in contracting; 4 session series
- “The Buy Indian Act and Federal Contracting” training for business owners and leaders interested in federal government contracting; 4 session series

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# Workforce Development Training

## Series 1

- Session 1: Best Prepared for Job Success
- Session 2: Understanding My Best Self
- Session 3: Presenting My Best Self
- Session 4: My Continuous Improvement
- Session 5: Personal Financial Management

## Series 2

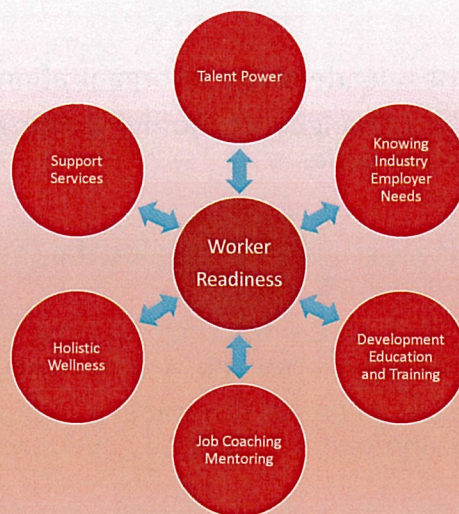
- Session 1: Skills for Success I: Effective Communication, Handling Conflict
- Session 2: Skills for Success II: Problem Solving, Team Building
- Session 3: Skills for Success III: Leadership, Management

## Series 3

- Session 1: Wraparound Support

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# AICCNM Worker Wraparound Support Model



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## Supporting Worker Readiness

- Continued collaboration with tribal education departments and WIOA programs
- Collaboration with NM Education and Higher Education Departments, community colleges
- Develop effective strategies to intersect Indigenous culture with targeted socioeconomic outcomes in areas like business start-ups, educational outcomes, and holistic wellness.
- Funding support for:
  - Talent capacity in areas like research, curriculum development, and Indigenized training facilitation.
  - Development of worker readiness wrap-around support model
  - Paid internships
  - Strategic Planning: Strategies To Achieve Readiness (STARs)
  - Other NEAD initiative goals

Target Participants:

- **High School Students**
- Current employees and employers
- Workers seeking employment

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## Creating Opportunity Amongst Change

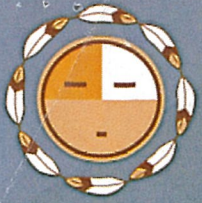


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## CONTACT INFORMATION

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# American Indian Chamber of Commerce of New Mexico's

2022 - 2023 WORKFORCE DEVELOPMENT TRAINING  
EVALUATION SUMMARY  
9 YOUTH COHORTS | 123 ATTENDEES 14-25 YEARS OF AGE

*"I would recommend this workshop to my peers because it has a lot of helpful information like how to present your best self for a job, how to write your resume and writing your cover letter, vision what you want to do in life, and how to manage your money. The information given during the workshop can help them in the future and in life."*  
- Attendee Quote

## OVERVIEW OF ATTENDEES BY COMMUNITY COHORT



**123**  
Total  
Attendees



**5 Communities Served**  
Nambé Pueblo | Zuni Pueblo | Albuquerque  
Job Corps | Albuquerque Public Schools |  
Native American Community Academy

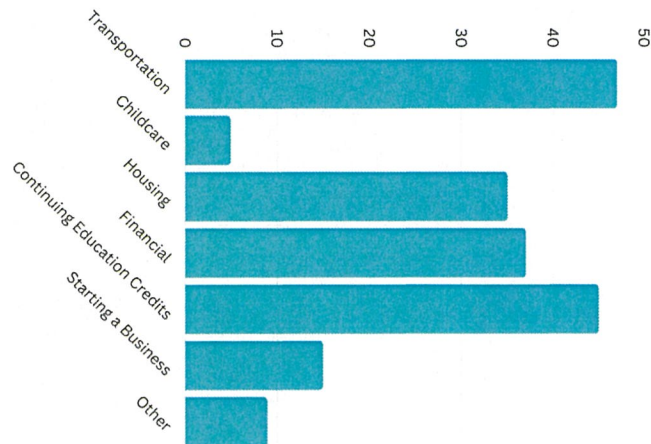


**9**  
Cohorts  
Completed



**29**  
Communities  
Attendees Represented

## FOUNDATIONAL SUPPORTS ATTENDEES NEED TO BE SUCCESSFUL

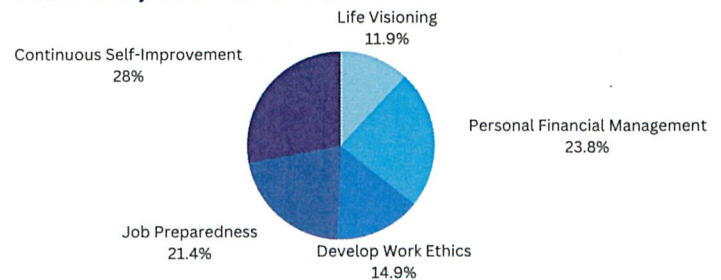


- Those who answered "Other" added the following: Marketing, Social Ties w/ Community, Not of Age, Starting a Non-Profit, Attitude, Medical

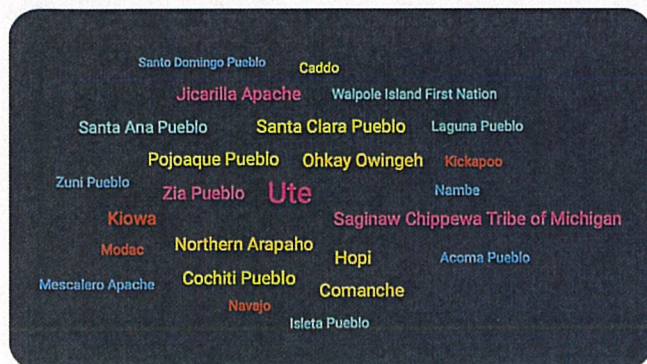
## KEY TAKEAWAYS

- Inspired attendees to plan for the future and goal setting for career and education paths. Supported their overall growth.
- Increased understanding of Financial Literacy when it comes to money management, saving, planning, care, and stability
- Understanding elements of Workforce Development was beneficial to both employees and employer groups - helped 1 person attain a supervisor position helped another be a better employer
- Prepared attendees for resume and cover letter development, speaking professionally during an interview presenting their best self, and what to expect when joining the workforce, and empowering them by recognizing and rooting in their talent and skills

## SKILLS LEARNED APPLICABLE TO FAMILY/ HOME LIFE



## ATTENDEES REPRESENT 25 NATIVE TRIBES



## TRAINING DESIGN - INDIGENIZED PEDAGOGICAL APPROACHES

