A one-stop business resource offering assistance, support, training and educational services to community members interested in starting a business.

Our goal is to provide updated information and best practices used in successful business ventures with the unique requirements directly related to conducting business both on and off territory.

Memberships and Affiliate Organizations

- National Business Incubation Association
- NYS Business Incubation Association
- National Federation of Independent Businesses
- Oregon Native American Business and Entrepreneurial Network, Inc.
- Chautauqua Opportunities Inc. and CO for Development Inc.
- The National Center for American Indian Enterprise Development
- Native Edge nativeedge.com
- Small Business Administration
- Service Core of Retired Executives
- Intuit QuickBooks and Real World Training Inc.
- LegalZoom.com
- Procurement and Technical Assistance Center

HELPING YOU BUILD YOUR BUSINESS
SENeca STRONG

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Irving, NY 14081

Salamanca Allegany Admin Building, 3rd Floor
90 Ohi:yo Way

Seneca Nation Center
For Business Growth

Small Business Incubator

Business Services Provided:

- Business Curriculum
- Credit Counseling
- Financial Management and Planning
- CPA Consultant Services
- Business Advisory Services
- Accounting Software Training
- Legal Document Creation & Review
- Native Business Network Contacts
- Market Research and Development
- Monthly Business Seminars
- Business Legal Consultant Services
Business Curriculm

The Small Business Incubator is trained and certified by the Oregon Native American Business and Entrepreneurial Network (ONABEN) to facilitate the accredited Native American centric business curriculum at basic, intermediate and advanced levels.

**BASIC**

**INDIANPRENEURSHIP: A Native American Journey Into Business**
- Introduction to Entrepreneurship
- Business Marketing Plan
  - Part I: Products and Services
  - Part II: Market Research
- Work Session: Market Analysis
- Your Business Location and Legal Issues
- Record Keeping and Financial Statements
  - Cash Planning
- Work Session: Tools for Financial Management
  - Small Business Financing
  - Business Management
  - Guest Speakers:
    - SNI Business Permits Office
    - SNI Economic Development Company

**INTERMEDIATE**

**INDIANPRENEURSHIP: Growing a Business in Indian Country, Volume I**
- Business Goal Setting and Journaling
- Growing Your Business and Its Lifecycle
- The Business Owner and Problem Solver
  - Keeping the Books
- Revisiting Your Marketing Plan
- Using the Cash Flow Statement
- Journaling and Coaching Session
- Hiring Employees
- Using Financial Statements
- Taxes and Year-End/Next-Year Strategies

**ADVANCED**

**INDIANPRENEURSHIP: Growing a Business in Indian Country, Volume II**
- Sales and Customer Relations
- Exploring Technical and Business Appslications
- Strategies for Business Owners and Families
  - Financial Health Check-Up
  - Risk Management
  - Legal Issues, Lawyers and Trust
  - Journaling and Counseling Session
- Your Place in the Market
- Business Planning for the Next Year
- The Path Taken, The Path Ahead
- Journaling and Coaching Session

**Credit Counseling Services**

SBI conducts a credit check to establish credit history and score. A soft credit score does not adversely affect creditworthiness. After evaluation, SBI provides counsel and recommends a plan to establish, repair, or increase credit score with follow up credit checks to track progress.

**Financial Management Program**

Assist in creating financial plan(s)
  - Income analysis
  - Spending plan
  - Cash flow analysis
  - Risk assessment
  - Identification of financial options
  - Credit counseling

**Certified Public Accounting Services**

Formation of Business Stucture(s)
  - Applications for Federal Identification Number
  - Tax planning
  - Federal Self Employment Tax Options
  - DBA Applications & Certifications
  - Payroll Issues

**Business Advisory Services**

Confidential advisory services
- Analyze, evaluate and recommend next steps for business ideas
- Provide business structure information
- Provide educational resources for business development
- Assist with developing a business plan focused on obtaining financing
- Assess client creditworthiness to obtain financing

**Business Legal Consultant Services**

Provide legal advice on Small Business issues

**Accounting Software Training**

Adult Learning Lab using Quickbooks ® by Intuit Software

**Business Document Creation & Review**

LegalZoom.com

**Native Business Networking**

National Center for American Indian Enterprise Development
nativeedge.com

**Market Research & Development**

SBI Retail Market Research & Analysis

**Monthly Business Seminars**

SBI hosts monthly presentations from professional experts on various business topics