



SAULT TRIBE EDC

Property Management | Commercial Development | Business Development
2021 Year in Review





SAULT TRIBE EDC VISION AND MISSION STATEMENTS

VISION:

A Vibrant, self-sustaining Tribal Community

MISSION:

The Sault Tribe EDC exists to enhance the economy and improve the quality of life for the members of the Sault Ste. Marie Tribe of Chippewa Indians. We seek to accomplish our mission by providing sound business development investment, operations and infrastructure development; creating a strong business environment where the Sault Tribe is respected as a Regional Economic Development driver, and where their lands provide a competitive foundation for Tribal member owned businesses to thrive.

EDC STRATEGIC OBJECTIVES

- 1 - Strategically build land base
- 2 - Create infrastructure and opportunities for Tribal member owned businesses to thrive
- 3 - Diversify revenue streams via established strategic criteria
- 4 - Increase enterprise tax revenue to Tribal Government through revenue growth
- 5 - Increase retained earnings/EBITDA
(Earnings Before Interest, Taxes, Depreciation, and Amortization)

2021 OBJECTIVES PROGRESS

1) STRATEGICALLY BUILD LAND BASE

- Chippewa County:
 - Fecteau Land Donation – Sugar Island – **20 acres**
 - JKL Expansion
Chippewa County Tax Sale -**4 city lots**
Chaveriat Lot – **1 city lot**
Sault Area Schools – **112 city lots**
 - Bay Mills Land Swap – Exchanged Chippewa Landing for Bay Mills Land E. 10th/E. 15th Avenues - contiguous to Sault Tribe Land in Sault Ste. Marie, MI – **22~ acres**
 - Gardenville Vacant Land – **5~ acres vacant land**
 - Tanglewood Golf Course – **150 acres**
 - DeTour Medical Facility
 - Emergency housing units: **10 properties**
- Alger County:
 - Emergency housing units: **1 property**
- Delta County:
 - Pearson’s Warehouse – Escanaba, MI
- Mackinac County
 - Hillcrest – Condominium Community in Cedarville, MI
 - Hessel Golf Course – **154 acres**
 - Emergency housing units: **4 properties**
- Schoolcraft County:
 - Emergency housing units: **1 property**

2021 OBJECTIVES PROGRESS

1) STRATEGICALLY BUILD LAND BASE, CONTINUED

**Total Land and Property
Acquired:**

309 acres

117 city lots (24 additional acres)

2 new buildings

16 emergency housing units



Hessel Golf Course



New Emergency Housing

2) CREATE INFRASTRUCTURE AND OPPORTUNITIES FOR TRIBAL MEMBER OWNED BUSINESSES TO THRIVE

- Sault Tribe Thrive
- Sault Tribe Business Alliance
- Tamarack Business Center
- Crane Industrial Suites
- MI SBDC Partnership



2021 STBA Conference

SAULT TRIBE THRIVE

Key Performance Indicator

Tribal Member-Owned Businesses served:

FY 2021 Totals

176

FY 2020 Totals

170

Business Consultation Hours:

525

1,200

Business Start-ups Formed:

7

12

Jobs Retained/Created:

46

22

Contracts Awarded:

5

7

Sales Growth:

\$7,193,386

\$6,348,000

Capital Formation:

\$422,230

\$2,493,014

Success Stories:

16

10

Saulttribethrive.com Views:

9,809

Saulttribethrive.com Visitors:

2,767

Facebook Reach:

11,302

Facebook Visits:

609

Facebook New Likes/Followers:

264



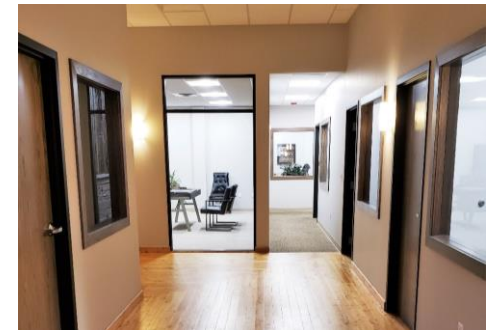
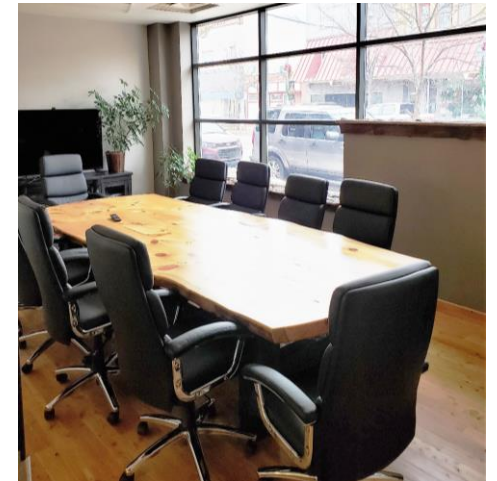
SAULT TRIBE BUSINESS ALLIANCE

- Newly appointed 7-member board of directors consisting of Sault Tribe member business leaders
- Current STBA Paid Memberships – 9
- New website live – www.stballiance.org
- 2021 Conference fundraising: \$7,350 in cash sponsorships (not including any "In Kind" Donations)
- 2021 Conference Sponsors: 9 sponsors, 4 in-kind sponsors
- Conference Attendees/Demographics: ~50 attendees



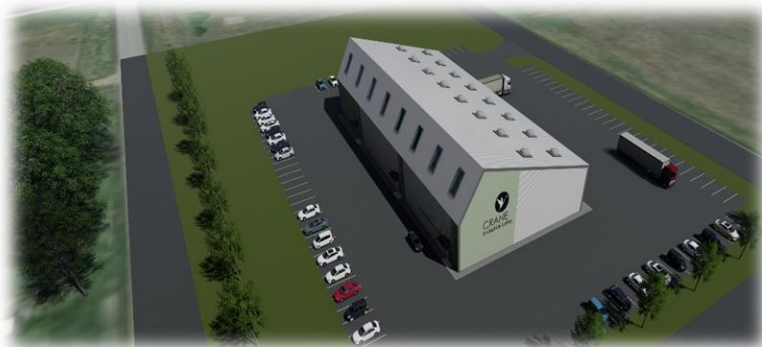
TAMARACK BUSINESS CENTER

- Home to seven Tribal businesses and organizations:
- Moore Trospen Construction Co.
- Tipping Point Solutions
- National Painting Co.
- Van Dyk Mortgage
- Ben's Best Auto Brokerage
- Sault Tribe Thrive
- Sault Tribe, Inc./CGS, LLC



CRANE INDUSTRIAL SUITES

- \$1.8 million in 2021 grant expenses
- Ready for lease by July 2022



MI SBDC PARTNERSHIP

- Our partnership with the MI SBDC's regional business analyst has resulted in increased requests for support from Native American-owned businesses, accounting for **37% of SBDC's total work in our region for 2021.**
- The SBDC also reports that as a percentage of total State-wide support for Native American-owned businesses, our partnership accounted for **46% (427 hours) of the total Tribal business consulting hours** in the State and produced **63% (\$1,405,042) of the total capital formation for Native American-owned businesses** across Michigan.



3) DIVERSIFY REVENUE STREAM VIA ESTABLISHED STRATEGIC CRITERIA

Sault Tribe Enterprises



PROPERTY MANAGEMENT

▪ Demawating Development

- Portfolio of 305 properties
- Combined revenues: \$2.1 million in 2021
- Total employees: 5
- Occupancy: Traditional units: 98%, Riverside Park units: 88%, commercial unit: 97%
- EDC Storage, Sault Tribe Billboards
- Total revenues: \$67,000 in 2021



▪ Sawyer Village in Gwinn, Harvey, Escanaba

- Portfolio of 271 rental units, 8 commercial
- 185 total indoor/outdoor storage units
- Combined revenues: \$1.6 million in 2021
- Total employees: 6
- Occupancy: Residential 97%, Commercial 98%



▪ Business Trust Land Leases

- Sunrise Agricultural Land Lease
- Total revenues: \$297,000 in 2021



COMMERCIAL DEVELOPMENT



- **Midjim Convenience Stores**

- Sault Ste. Marie and St. Ignace locations
- Combined revenues: \$7.2 million in 2021
- Total employees: 16



- **Northern Hospitality**

- Sault Ste. Marie location
- Total revenues: \$961,000 in 2021
- Total employees: 3

- **White Pine Lodge/Convenience Store**

- Christmas, Michigan location
- Total revenues: \$3.8 million in 2021
- Total employees: 13

- **Gitchi Home, Auto & RV Sales**

- Sault Ste. Marie location
- Total revenues: \$1.96 million in 2021

- **Sault Tribe Business Solutions**

- Sault Ste. Marie location
- Total revenues: \$188,000 in 2021
- Total employees: 10

**Combined 2021 Sault Tribe
Enterprise Revenues
Over \$18 million**

Total Employees: 53



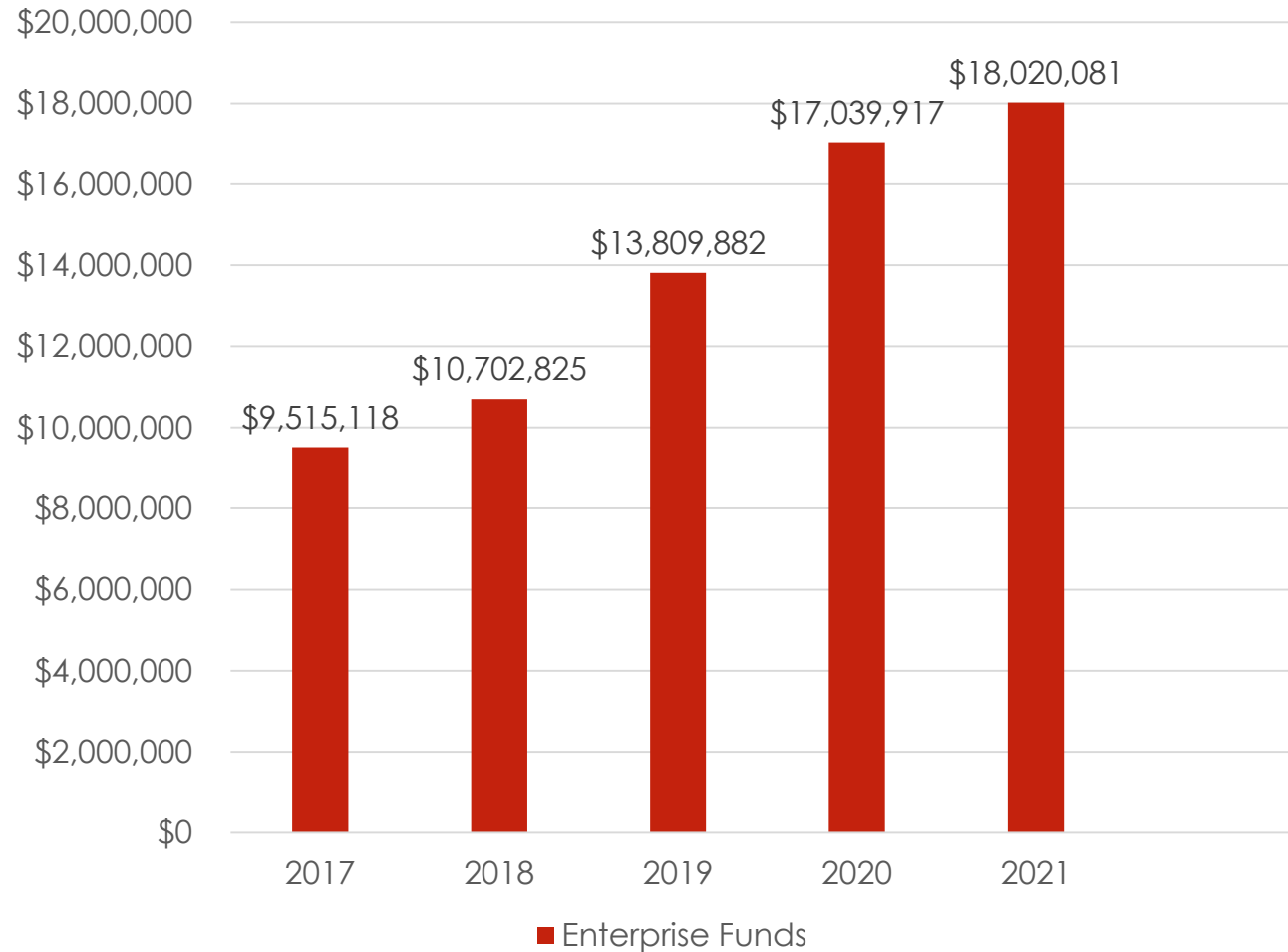
SAULT TRIBE, INC.

Subsidiaries

- Chippewa Government Solutions, LLC
- Ojibwe Hazardous Abatement, LLC
- Hawkeye Facilities Maintenance, LLC
- Sault Tribe On-line Gaming, TC
- Binesi Contracting, LLC



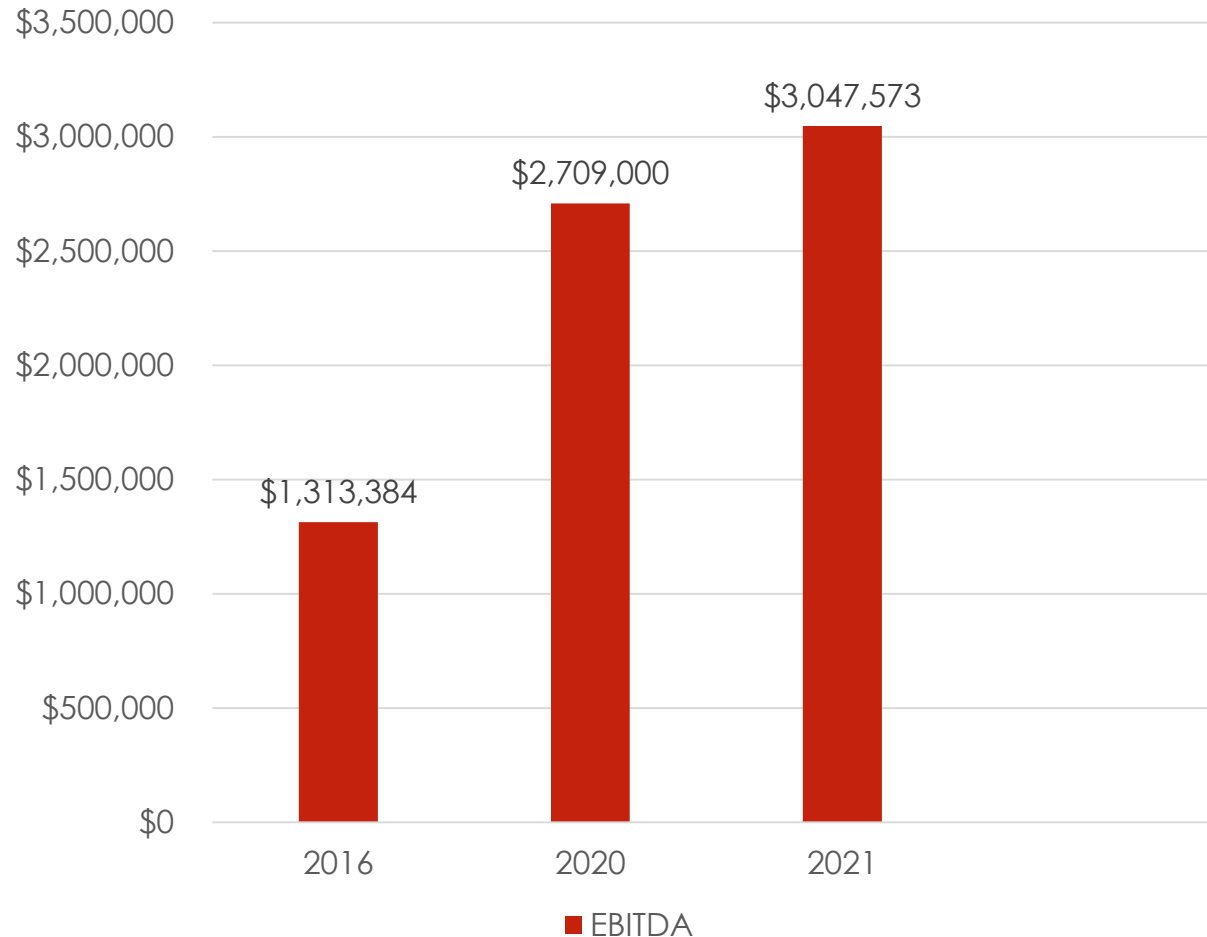
4) INCREASE ENTERPRISE TAX REVENUE TO TRIBAL GOVERNMENT THROUGH REVENUE GROWTH



- Up \$8,504,963 since 2017, an increase of 89% in five years
- Sault Tribe EDC enterprise funds only
- 2021 taxes paid to the Sault Tribe of Chippewa Indians: \$759,573

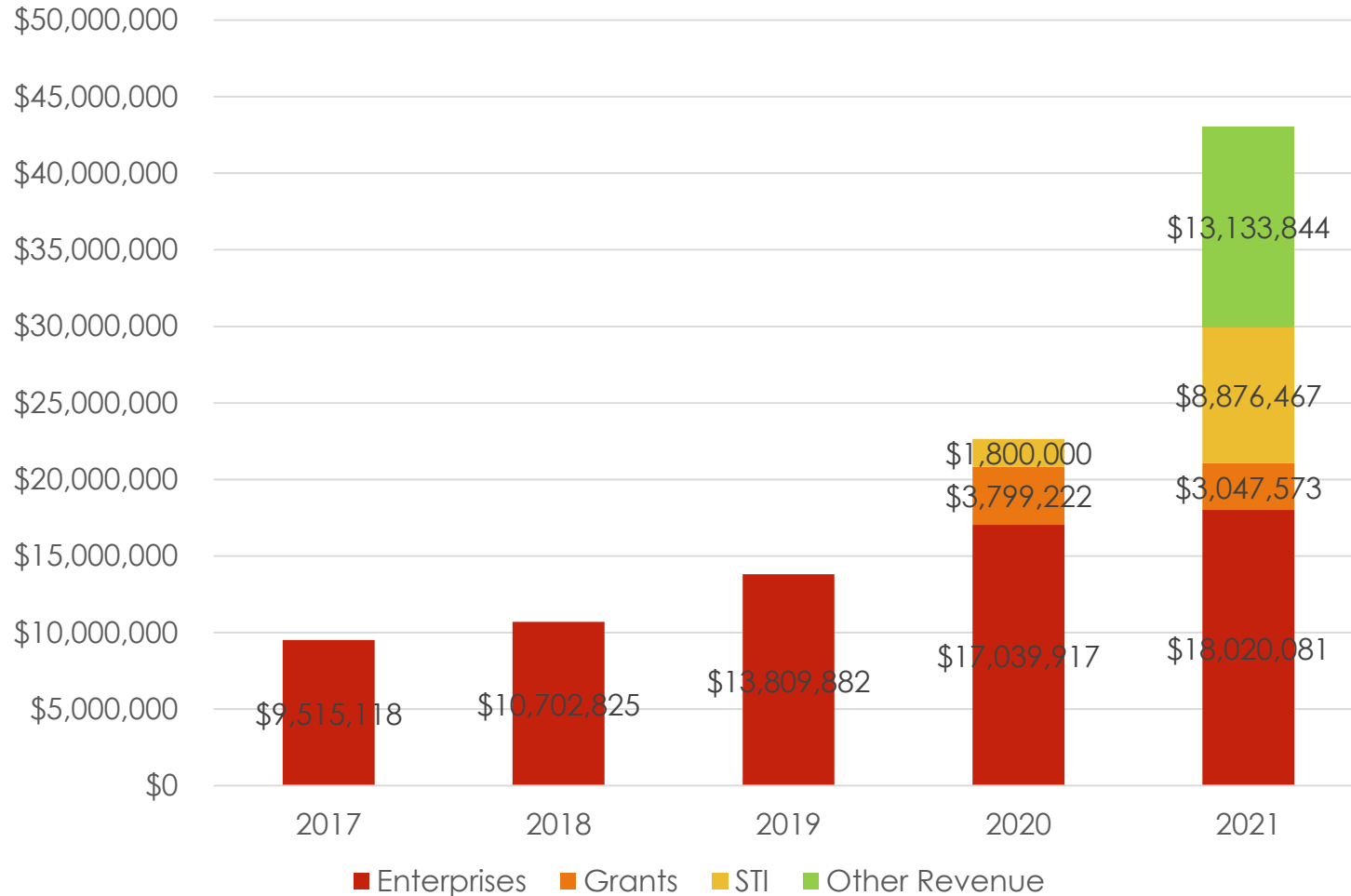
5) INCREASE RETAINED EARNINGS

Earnings Before Interest, Taxes, Depreciation, and Amortization (Cash)



- Up \$1,734,189, an increase of 132% over the past six years
- Sault Tribe EDC enterprise funds only

EDC/ENTERPRISE 5 YEAR REVENUE GROWTH



- Combined revenues for 2021 totaling \$43,077,965, a 353% increase in total revenues generated over the past five years.

- Combined revenues include:
 - Sault Tribe EDC enterprise funds
 - Grant revenues
 - Sault Tribe, Inc. revenues
 - Other revenues (2021 tax revenues)

2021 PROJECTS

- Crane Industrial Warehouse – July 2022
- Hillcrest Development – Summer 2022
- Tanglewood Golf Course – April 2022 target launch
- Hessel Ridge Golf Course – April 2022 target launch
- Emergency Housing – 16 units completed



2021 PROJECTS CONT'D

- Sault Tribe EDC and MI SBDC Partnership
- Sault Tribe Thrive Project Launches New Website and Social Media Presence
- Sault Tribe EDC Completes NABDI Feasibility Study
- Sault Tribe Business Alliance Forms Tribal Charter
- Sault Tribe of Chippewa Indians Business Directory
- EDA Land Usage Study



2021 GRANT PROGRESS

- MEDC Strategic Support grant - 8(a) certification
- EDA Industrial Warehouse (Crane Industrial Suites) - \$1,698,573
- CARES Act - \$1,079,000
- MBDA (Sault Tribe Thrive) - \$230,000
- Native American Business Development Institute (NABDI) \$70,000
- EDA – TAA (Land Strategy)
- Total of \$3,077,573



SAULT TRIBE EDC

Property Management | Commercial Development | Business Development

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