

## — Tribal Life —

### Entrepreneurs of the Month

## Designs of Descending Tradition

**T**ribal member Marcella Norwest Selwyn and her husband, Tony, a Yankton Sioux, own *Designs of Descending Tradition*, a home-based craft business.

Their specialty is tipis. They can make any size tipi to order — from several inches tall to ten feet tall. They make them from canvas and leather.

The Selwyns spend many months out of the year traveling to pow-wows to sell their creations, and they travel all over the west. "We hit pow-wows all over, as far east as Nebraska," Tony said.

In addition to their tipi orders, Marcella makes night lights, jewelry, and stuffed animals in traditional regalia. Tony makes mirror designs, copper roses, God's Eyes, and dreamcatchers. All items are for sale and people tend to fall in love with their unique creations, which you can't find anywhere else.

Said Marcella, "One day at Warm Springs we sold everything in just a couple of hours." She said that was the fastest they had ever moved their merchandise. The Selwyns also sell items along the coast, and some gallery owners

have expressed interest in displaying some of their work.

Their newest design is war pony wall hangings, which are very striking in homes or offices.

The Selwyns have approached Small Business Development in order to take the steps to apply for a business loan.

"We would like our business to be full-time," said Tony. "Native American art is a very competitive market. It seems like in the last few years, everyone wants to buy authentic Indian designs."

In January, a museum in Seaside will display one of the Selwyn's tipis, and they attended the Warm Springs Last Chance Christmas Bazaar on December 16.

The number for *Designs of Descending Tradition* in Portland is (503) 777-2558.



Tribal member, Jake McKnight is a senior at Willamina High School. His parents are Richard A. and Vivian McKnight. Jake has played football for the past 4 years. He has been honored with the following awards: Most Valuable Player, Best Defense Player, and First Team All League Safety.

Congratulations for your accomplishments, Jake.

## ONABEN Classes

The Oregon Native American Business and Entrepreneurial Network (ONABEN) in partnership with the Confederated Tribes of Grand Ronde will be delivering a series of entrepreneurship classes in the spring.

The first class, **You and Your Business Idea**, helps potential business owners understand the requirements of business success. The cost of this two-week evening class is \$10.

The second class, **Starting a Successful Business**, helps avoid costly potential mistakes of business start-up. It provides the framework for successful business start-up by assisting students in writing a bankable business plan and training them to prepare a successful application for financing. The cost of this ten-week evening class is \$100.

ONABEN has assisted in start-up of 83 new Native American owned businesses in the past 3 years. The non-profit corporation accomplishes its mission by delivering a series of practical entrepreneurship classes, providing one-on-one business consulting, and offering access to capitalization.

ONABEN has recently been approved to act as a Small Business Development Center for the purpose of qualifying ONABEN clients for the State of Oregon Economic Development Loan Funds (EDLF). The EDLF can provide up to \$25,000 in start-up financing to qualified applicants. To qualify for this funding, applicants must be actively involved in the ONABEN program, have been in business for less than 15 months, and have made less than \$50,000. ONABEN also administers its own micro-lending program.

Both classes are being scheduled in the spring at Grand Ronde. ONABEN is holding winter term classes in Portland, Coos Bay, Corvallis, Springfield, Warm Springs, and Umatilla. All classes are open to Grand Ronde tribal members. For more information or to register for classes, contact Penny DeLoe at 879-2476 or Audrey Campbell, ONABEN Operations Coordinator, at 1-800-854-8289.

**Congratulations to Bill McGee, Fred McGee, Will Grenia and Violet Lafferty.** These students have graduated from the 10-week ONABEN business class, **Starting a Successful Business**. Anyone who has ever considered owning and operating their own business should sign up for the winter class that begins soon.

## Request for bids: Tribal vehicle cleaning and lube service

The Confederated Tribes of Grand Ronde's Purchasing Department is open to receiving bids for the provision of cleaning and lube service on the tribally owned/managed vehicles which include sedans, vans and pick-up trucks.

### The vehicle cleaning service includes:

1) an initial full detailing — wash, wax, and complete interior cleaning and shampoo of the carpet on each vehicle;

2) a twice a month wash and complete interior cleaning.

### Every 3,000 miles the vehicles will have lube service that includes:

1) changing of the oil, replacement of oil filter;

2) filling the brake fluid, window cleaning fluid, power steering fluid, rear end oil, transmission fluid;

3) anti-freeze reading, radiator level and air filter checked.

All vehicles during cleaning and servicing will have front and rear brakes tested, muffler and fan belts checked. Tires will be aired up, as required. The contractor should notify the Purchasing Department of any damage to the vehicles or of any repair requirements.

### The contractor should include within the bid document:

1) pricing for each category of service on each vehicle; a) detailing, b) lube, c) cleaning (sedans, vans, pick-ups separately);

2) provide a copy of a) business tax number and b) current auto insurance covering the individual(s) who would be responsible for driving the Tribe's vehicles; and

3) a statement of the Contractors Chemical Disposal procedures for meeting the State of Oregon's environmental regulations for safe disposal of the chemical waste.

The bid documents are to be submitted to: Confederated Tribes of Grand Ronde, Attention: Kelly Herber, Purchasing Department, 9615 Grand Ronde Road, Grand Ronde, OR 97347. (503) 879-2201.

**BID DUE DATE:** Friday, December 29, 1995 — no later than 5 p.m.