

Little Big Horn College Ram Shop

CED Project

Velma Pretty On Top-Holeman

Little Big Horn College Ram Shop

Table of Contents

Description of the Crow Reservation.....	Page 1
Problem Statement.....	Page 3
Description of Little Big Horn College.....	Page 3
Summary.....	Page 5
Needs Assessment.....	Page 5
Market Analysis.....	Page 9
Objectives.....	Page 11
Project Goals or Outputs.....	Page 12
Project Plan- Ram Shop.....	Page 12
Fund Raising Strategy-Direct Mail & Interviews.....	Page 14
Fund Raising Strategy-Special Events.....	Page 15
Fund Raising Strategy-Capital Campaign.....	Page 17
Product and Services.....	Page 17
Project Plan-Little Big Horn Economic Development Summit.....	Page 19
Project Time Line.....	Page 20
SWOT Analysis of the Ram Shop.....	Page 21
The Ram Shop Budget.....	Page 22
Little Big Horn Economic Development Budget.....	Page 23

Crow Indian Reservation

Little Big Horn College is a public two-year community college chartered by the Crow Tribe of Indians, and is located on the Crow Indian Reservation in Southeastern Montana. The Crow Indian Reservation is one of the largest Indian reservations in the United States with 2.28 million acres, with approximately 10,500 members. Out of the 10,500, approximately 8,000 members reside in small communities spanning 3,000 square miles of Crow country (a territory bigger than Rhode Island yet smaller than Connecticut).

The homelands of the Apsaalooke (The Crow People) have 3 major mountain ranges: the Big Horn Mountains, Wolf Mountains, and Pryor Mountains. There are rich rolling hills, plains, grass lands, bad lands, water, and wetlands. The Little Big Horn River and Reno Creek flow through the reservation and create wooded valleys with abundant fish and wild life. The Crow high country has huge elk, deer, and buffalo herds in some of Montana's richest alpine rangelands. The nineteenth century Apsaalooke Chief Eelapuash stated: "The Crow country is good country. The Great Spirit has put it exactly in the right place; while you are in it you fare well; whenever you go out of it; whichever way you travel you fare worse." (Chief Eelapuash, circa 1830)

The Crow Reservation is definitely beautiful country, but along with the paradise like countryside the economic conditions are similar to that of a third world country. The Crow Tribal population is characteristically rural, poor and essentially outside mainstream society isolated from social, health and educational services. The per

capita income is \$5,560.00, which is approximately half of the state average at \$11,213.00, and the unemployment rate is 57%.

42% of the Crow tribal households are below the poverty level, and most households have two or three families living under the same roof. It has only been in the past two decades that all homes on the reservation have become equipped with running water, and an indoor bathroom. In the past, some of the reservation homes had only a dirt floor. Living conditions have improved a lot within these past 20 years, but there is still room for improvement.

Teenage pregnancy is the norm for tribal members, and the high school drop out rate is 29%, the highest in Montana, maybe one of the highest in the nation. Alcohol and drug abuse is a large problem and a major contributor to the economic conditions on the reservation.

The Crow Reservation is governed by elected officials and the tribal council consists of every adult member, 18 years and older. The Tribal Government is corrupt, and any developments made on the reservation usually need BIA approval. The Crow Tribe is considered a sovereign nation, but the federal government, in the form of the BIA, is a powerful force on the reservation. This is due to the trust status all Indian tribes have with the federal government.

There is a 9.6% unemployment rate, and due to the lack of training and education of Tribal members, Non-Indians own the majority of successful businesses. The tourism industry remains untapped by most Tribal members while Non-Tribal members have become millionaires exploiting the Native American culture.

If no solution is found in the area of education, and small business development, Crow Tribal members will continue to live in conditions which are similar to that of a third world country and Non-Tribal members will continue to develop successful businesses by exploiting the Native American culture.

Little Big Horn College

Little Big Horn College (LBHC) is located in the town of Crow Agency, Montana, the capital of the Crow Indian Reservation in south central Montana. A well-prepared and expert faculty offers nine associates of arts degrees. The courses of study offered are directed to the economic and job opportunities of the Crow Indian Reservation area. The student body is comprised of Crow tribal members (90%), members of American Indian tribes from around the Intermountain west (8%), and residents of the Big Horn County area (2%). LBHC students commute to campus and are responsible to family, especially as parents. Three-fourths of the student speak the Crow Language as their first language. As a result, the college student services and business office functions are conducted in the Crow Language.

The colleges mission and purpose is directed by the college charter, passed by the Crow Tribal Council in 1980: "to establish, maintain and operated an educational institution at the post-secondary level on the Crow Reservation. The college is a cultural and educational center dedicated to the professional, vocational and personal

development of individual students and for the preservation and protection of the Crow Indian culture, language and history. "

Approximately thirty students graduate annually and among these 50% transfer to senior institutions to continue in a professional field of study and 50% obtain employment on or near the Crow Indian Reservation.

The college name was chosen for a special scholar in ancient Crow Tribal history. The little Big Horn (Ram). Many generations ago, a young boy was knocked off a precipitous cliff in the (BASAWAXAAWUUA) Big Horn Mountains. Despite a desperate search for the little boy, his family gave him up for dead, and mourned his passing. Seven Big Horn Rams saved the child from the life threatening fall into the canyon depths. These Seven Rams raised this little boy to adulthood, and taught him many lessons about Big Horn Sheep ways of life. Among the Seven Rams, the smallest in stature imparted crucial lessons in raising the young and in making a strong community; his name was IISAXPUATAHCEE, THE LITTLE BIG HORN RAM. As an adult, he returned to the Crow People and shared these lessons. The young man was later named U UWATISEE, BIG METAL. The Crow people often attribute their cultural strength to the wisdom of IISAXPUATAHCHEE, THE LITTLE BIG HORN RAM. The founding trustees, faculty and staff chose the name the Crow Tribal College after this scholar in our Crow Tribal history, the Little Big Horn Ram. Today, the college proudly bears the name Little Big Horn College and uses the mascot Rams and Lady Rams in sports, academic competitions and as an insignia.

Summary

Little Big Horn College proposes to open a student college bookstore on campus, called the "RAM SHOP". The objective of creating this store will be to promote and enable American Indian economic development on the Crow Reservation. This store will be operated by college business students and supervised by LBHC faculty. The LBHC Business Department will coordinate the recruitment, selection and monitoring of the students in conjunction with the student services department. This will be a student developed and managed project. The location of the Ram Shop will be accessible for the students as well as the community.

The project will be organized to provide learning materials and services such as photocopying, faxing, development of business cards, letterhead, etc. A variety of snacks will also be made available for the customers. The Ram Shop will meet the needs of the students, faculty, Bureau of Indian Affairs (BIA) employees, Crow Tribal Administration (CTA) employees and the surrounding community.

An economic development conference will take place in conjunction with Little Big Horn College, the Crow Tribal 107 Committee---the tribal economic development committee---and the Theodore and Vivian Johnson Foundation. This will be provided free to the community, and held at the new Crow Tribal Multi-Purpose Building.

Needs Assessment

LBHC is in direct need of merchandise and supplies representing the college. Due to the rural location of the college, students have a problem accessing food and school supplies. Students are forced to travel at least 30 miles round trip to purchase

needed items that are not currently available at the bookstore. Larry Martin who is the business office assistant currently operates the bookstore, and his hours are limited. The items available to students through the LBHC Business Office are limited to textbooks only.

A sample questionnaire was conducted by two Business Students---Lorri Not Afraid, and Sharon Laforge between June 27, 1997 and July 17, 1997. The questionnaire was distributed among LBHC students, faculty and community members on the Crow Reservation. The results of the questionnaire revealed strong support for a college store. The name of the bookstore the "Ram Shop" was derived from the questionnaire, which was sent out. The ram, also known as the Big Horn Sheep has a significant role in the tribal history of the Crow Indians, and is the mascot for LBHC.

At Little Big Horn College, there are two copying machines for faculty, staff, and administration. Students are allowed to use the copying machines for a fee if not being used. The problem is that the copying machines are in constant use, which makes it difficult for students to make photocopies. Once in awhile students need to fax things off or receive faxes for one reason or another, and they have no access to fax machines on campus. Some students do not type very well, or do not type at all, and faculty members require that students type their research papers---which leads to another problem. After analysis, it was decided that photocopying, faxing, and typing services would be made available to students, and members of the community.

There have been many community members and local business owners who require desktop publishing services that the Ram Shop will provide. A majority of the

business majors at LBHC have taken or in the process of taking Desktop publishing where they learn how to develop flyers, pamphlets, business cards, letterhead, announcements, etc. People on the reservation have to travel to Billings to receive these services which could be anywhere from 80 to 200 miles round trip depending on where you are on the reservation.

LBHC does not have a cafeteria, and due to isolation of the reservation and lack of transportation there is a need to make lunches available for individuals on campus. A few members of the community come on campus and sell burritos, sandwiches, and rolls everyday. There are also vending machines, which carry soda, chips, and candy. It was decided that the Ram Shop should not compete with these individuals by offering the same items in the student store. At the same time it was decided that it would not be feasible to develop a cafeteria offering a large menu. A few nutritious snacks with a somewhat longer shelf life seemed more reasonable. Bottled water and juices were also included because there are no drinking fountains on campus.

At the present time availability of funding is scarce. LBHC has no funds available to finance the Ram Shop. It will be an opportunity for students to meet the community and college needs. The students as well as the community would like to have something that represents the college. In order to meet students needs, products and services will be available at a reasonable cost. The college itself needs its identity and image in T-shirts, mugs, etc. With the Ram Shop on campus, it will have a positive impact on the college and the entire community.

Presently, there is no economic development plan for the Crow Reservation and Big Horn County. An economic development conference called the Little Big Horn Economic Development Summit will be organized to begin this process of planning. In the past, similar conferences were organized, but there was not participation of the Crow Tribal Officials. If the Little Big Horn College and the 107 Committee sponsor this conference we are hopeful that the elected Officials will participate. Keeping the scope of the conference smaller, including people with an interest in Big Horn County and the reservation will allow for more participation.

There are many Native American entrepreneurs and would be entrepreneurs on the Crow Reservation, and their main need is financing of their businesses. There are also many resources available, through the Crow Tribal TBIC, FSA, the U.S.D.A. and other programs for Native owned businesses. A lot of these Indian business owners are not aware that these programs even exist.

Crow Country is one of the most beautiful places in the world; yet, the Tourism Industry remains untapped by most tribal members. There are a few tribal members who have taken advantage of this, and developed creative ways to make money---such as overnight camping on their land. It would be advantageous for others to hear how these entrepreneurs started and how they are running their businesses.

Farming and ranching are the two largest businesses in Montana, many Crow Tribal members are, or would like to be farmers and ranchers. The problem is the Non-Indian farmer and rancher has an advantage over the Indian farmer and rancher due to lack of credit and the trust issue.

There are also many tribal members who are being taken advantage of regarding their lease agreements. The majority of Crow Tribal members who own land are not receiving the fair market value of their land. Their lease payments are way below market value and most tribal members are not aware of this. And due to the fact that English is their second language, most tribal members do not even understand the wording of their lease agreements.

The Little Big Horn Economic Development Summit will address all of these issues in the form of panel presentations.

Market Analysis

The market for the Ram Shop will be the entire Crow Reservation. There are 7 communities or small towns where both Indian and Non-Indians live on the reservation:

Crow Agency, Dunmore, Lodge Grass, Wyola, St. Xavier, Ft. Smith, and Pryor. Hardin, MT is another small town located right off the reservation and is 15 miles from Crow Agency. There is a large grocery store, 6 gas stations, several clothing stores, and several restaurants in Hardin. A lot of people who live on the reservation by pass Hardin and go to Billings, which is 64 miles away, to do most of their shopping.

The population is characteristically rural/poor and due to the isolation, a large majority of households do not have phones. This is due to the simple fact that it takes a long distance phone call to reach anyone in another community or town. If an individual from Lodge Grass wanted to call an individual from any of the other communities it would be a long distance phone call. Lodge Grass, Wyola, and St. Xavier get no TV reception without cable. Even with cable, these towns receive 2 or 3

channels. Crow Agency, Dunmore, and Pryor might get one TV station without cable, and 4 or 5 channels with cable. Most communities on the reservation do not get FM stations on the radio, and very few A.M. stations can be heard. Therefore having promotions or advertisements on the telephone, radio, or television would not be feasible for the reservation population.

The best way to reach the reservation population is through the United States Postal Service. Due to the isolation and distances between households, almost all individuals that live on the reservation have a post office box at their local post office.

In order to meet the needs of the reservation population products and services need to be offered at a reasonable cost. The nearest competition for learning materials is Stevenson's IGA in Hardin. This business has a very limited selection, and is expensive in comparison to the prices at Wal-Mart for example in Billings.

There is no competition for the services that will be provided by the Ram Shop. There are a few community members who sell burritos, rolls, and sandwiches on campus daily, but the Ram Shop will carry different snacks.

There are approximately 300 people on campus everyday including students, faculty, staff, administrators and people from the community. There are over 600 Crow tribal employees that work at the Tribal Administration Office, and approximately 300 employees at the Bureau of Indian Affairs, all are located in Crow Agency. That means 1200 individuals who could utilize the Ram Shops products and services. We are in an excellent location, and Little Big Horn College helps to promote goodwill on the Crow Reservation.

General Objective

Students at the Little Big Horn College will develop, and run a student store on campus called the “Ram Shop”.

An economic development conference will be held at Crow Agency called “Little Big Horn Economic Development Summit”.

Minimum Objectives

A curriculum will develop and the students at LBHC will receive education and hands on training in the following areas:

- Developing Business Plans.
- Business Start Ups
- Financing for businesses.
- Choosing, ordering, and stocking inventory for a business.
- Advertising and promotion for a business’s target market.
- Developing an accounting system.
- Developing a marketing plan.
- Choosing, ordering, and installing equipment.
- Management of day to day activities of running a business.
- Developing a security system for a business.
- Management and handling of money.
- Development of customer service policies.
- Development of desktop Publishing services.
- Planning large events.

Individuals from the following will gather to start a dialogue to improve the conditions of the Crow Reservation and Big Horn County:

- Crow Tribal members
- Crow Tribal Representatives
- Programs and Agencies that deal with Indian tribes
- Indian and Non-Indian Entrepreneurs
- Lending Institutions
- Tourism Industry

Project Goals or Outputs

One goal is to eventually provide economic growth for the Crow Reservation. This will take a number of years and will begin through the student store and the economic development conference.

The Ram Shop will provide a lab, which enhances LBHC student's education, and will eventually lead to personal and professional growth for them. This project will enable the students to develop leadership skills, enable their self-esteem to rise, and eventually develop a sense of empowerment.

An economic development conference will also be planned for the Crow Reservation and Big Horn County. This conference will be called the Little Big Horn Economic Development Summit. The purpose of the conference is to bring Tribal Administration Officials, Crow Tribal members, and individuals working in the area of economic development together to share information and begin a dialogue. The purpose is to provide a place for discussions, networking, and eventually collaboration on a plan to improve the economic conditions of the Crow Reservation and Big Horn County. Another purpose of the conference would be to educate Crow tribal members on the resources available to them through the different programs, and also inform them on their rights as Crow land owners.

Project Plan-Ram Shop

The "Learn and Serve Program Students", the "School To Work Program Students", students from the AIBL (American Indian Business Leaders) Club, and the Johnson Entrepreneur Scholars will all work in the "Ram Shop".

The project will also work closely with the Advisory Board from the Learn and Serve, and School To Work Programs. These boards consist of Business Owners, Program Directors, Educators, and Administrators from the community. The Advisory Board's role is to support the students, the program, and L.B.H.C. They are to advise, and make recommendations according to their area of expertise.

A proposal was written last summer by two students---the same students who conducted the questionnaire---for the seed money to start up the student store. This proposal was never submitted to the foundation that it was intended for. That proposal will be updated and developed for funding purposes. Then approval must be obtained by the Little Big Horn College Administration authorizing us to send the proposal to the Handsel Foundation, and the First Nations Development. The proposals will be submitted and hopefully the project will become awarded. In the meantime other means of financing the student store will be looked into.

The students will sell snacks along with the merchandise, and maybe later on, cappuccino. The students will also provide desktop publishing services, typing services, and copying services. There is a high demand for this on the Little Big Horn College campus and the whole reservation. Most of the Business students have taken the desktop publishing class where they learn how to create flyers, pamphlets, business cards, newsletters, invitations, and web pages.

A Strategic Business Planning course will be offered where the students will develop a Business Plan through out the quarter. The students will work in-groups and at the end of Spring quarter will have a complete Business Plan. They will have the

option to create one for the student store or a business of their own. The students will study the following aspects of running a business:

- Executive Summary
- Financial Analysis
- Marketing and Promotions Analysis
- Location
- Inventory
- Equipment
- Book Keeping System
- Security System
- SWOT Analysis
- Feasibility Study

Fund Raising Strategy—Direct Mail & Interviews

Direct Mail:

There will be three versions of solicitation letters, which will be sent to three different groups of people. Each version will ask for monetary donations and/or whatever the individual or organization can donate. The Direct Mail and Interviews will start Fall Quarter and continue throughout the school year.

Small Businesses---these may have some very worthwhile contributions besides money. Items such as merchandise, equipment, office supplies, furniture... Also the profit motive of knowing that the business owner giving back to the community will increase sales.

Local Churches---Letters will request monetary donations, or whatever each church can donate.

Box Holders---There are five towns on the reservation and letters will be sent to each box holder requesting monetary donations or whatever each individual can donate.

Interviews:

LBHC students receive training on solicitation interviews. Mock interviews will take place before the students venture out. The goal is to enable the students to get over their shyness, and fears of rejection. Every single student should go on at least one interview. Some will be better at it and will go out more often.

A database will be created as the letters are mailed out. This will be the tracking system which will allow the students to know who received letters, who responded, and how much they are willing to give. The tracking system will also show the students where to send "Thank You Letters" to, which is very important.

After the letters are sent, the students will follow up by setting up an interview with the Small Businesses, Individuals, and Churches by meeting with the donors. Contributors who indicate that will give more than \$50.00 will have priority, and they will be interviewed right away.

The interview will be set up to pick up any donations, and to thank donors for their contributions personally. Or if the possible donor has not committed yet, then this allows an opportunity for the student to ask for a contribution.

Fund Raising Strategy—Special Events

Fashion Show:

At the beginning of Spring Quarter a fashion show will take place at the grand opening event to display the merchandise and the services available at the Ram Shop.

We will begin the show with the narration of the Crow legend of the Ram named as Big Metal. Then the models will come out wearing the clothing that is available for

sale, carrying books, pens, calculators, etc... The models will also carry samples from the services that will be available. Items such as, pamphlets, invitations, typed research papers, business cards, flyers...will be placed in frames before the event.

Coffee, juice and snacks will be available for guests attending the fashion show, and discounts will be all over the store that day. Carnations will be worn by the volunteers to distinguish them from the guests.

Raffle-

A 50/50 raffle will take place during the fashion show. Volunteers will go around selling raffle tickets two weeks before the event to help promote it, and increase the pot at the same time. The winner of the raffle will receive half the pot the end of the event.

L.B.H.C. Annual Pow-Wow;

Little Big Horn College has an annual pow-wow each spring, which lasts for two days. A pow-wow is a big dance competition where dancers compete in 8 different dance categories, and Indians come from all over Indian Country to dance. The Ram Shop will sponsor one of the dance categories, meaning the store will provide the prize money for a dance category.

Vendor Booth:

The Ram Shop will set up a vendor booth to sell merchandise. Items like T-shirts, mugs, caps, pens, and bumper stickers...

Raffle:

The Ram Shop will hold a 50/50 raffle for this event too. Volunteers will sell tickets two weeks in advance, and announce the winner the last night of the pow-wow.

Fund Raising Strategy--Capital Campaign

Companies and Individuals who donate \$500.00 or more through the Direct Mail and Interviews will have shields created for them. A Crow design will be created, and painted on a leather shield with the company name or the individuals' name. These shields will be put in a place of honor in the Ram Shop. After the Grand Opening Event, there will be a dinner to honor all donors. During this dinner, we will have a special presentation for businesses or individuals that will be receiving a shield for their contributions to the student store. Hopefully this will give an incentive to the other donors to give more to the Ram Shop. The Capital Campaign will begin Fall Quarter, and continue through out the school year.

One of the goals for the Direct Mail and Interviews is to encourage and persuade businesses to donate large sums of money for equipment, etc. The Ram Shop will place plaques with their company name and/or the individual's name on the equipment that they sponsor.

Products and Services

The products that will be provided by the Ram Shop are as follows:

Pens
Paper
Calculators
Folders
Binders
T-shirts

Caps
Tote Bags
Mugs

The Ram Shop will provide the following services:

Photocopying
Faxing
Typing

Creation and development of the following services will also be made available:

Invitations
Announcements
Letterhead
Resumes
Business Cards
Pamphlets
Flyers

The following snacks will also be available:

Fresh Fruit
Dried Fruit
Bagels
Trail Mix
Bottled Water
Juices

These items were taken from the questionnaire, which surveyed the Crow Reservation in 1997. Inventory at several campus bookstores were also studied and analyzed. Then the list of products that will be available at the Ram Shop were chosen from that research.

Project Plan-Little Big Horn Economic Development Summit

The Little Big Horn Economic Development Summit will have a full day of panel discussions, with a lunch provided. During the luncheon, a Native American fashion show will take place to educate the conference participants not familiar with the history of the traditional Crow style of dress. Each panel will have a moderator and panel presenters that have an expertise in each of panel topics. The following is a list of topics for discussions with the panels:

TOURISM-	Topic: Tourism in Big Horn County
SMALL BUSINESS DEVELOPMENT-	Topic: What's Working, What's Not, What Are the Possibilities?
SBA-	Topic: Suggested Economic Development Plan
LOAN INSTITUTIONS-	Topic: Where and How To Get Loans
RURAL DEVELOPMENT-	Topic: Use of Land as a Profit, & Land Owner Rights
TRIBAL PLANNING-	Topic: Tribal Opportunities & Future Plans

Project Time Line:

June/July/August 1998	<ul style="list-style-type: none"> ➤ Little Big Horn Economic Development Summit ➤ Complete grant proposal and send to Handsel Foundation, and First Nations Development Institute
September/October/ November 1998 Fall Quarter	<ul style="list-style-type: none"> ➤ Send off proposals ➤ Capital Campaign will begin ➤ Ram Shop Course will meet every week Curriculum will include development of the following: <ul style="list-style-type: none"> -feasibility study -accounting system -Marketing plan, including advt., promo. -security system -ordering inventory -ordering equipment
January/February/March 1999 Winter Quarter	<ul style="list-style-type: none"> ➤ Capital Campaign will continue ➤ Logo Contest will be announced ➤ Ram Shop Course will meet every week Curriculum will include development of the following: <ul style="list-style-type: none"> -stocking, displaying, and pricing merchandise -job titles, and responsibilities -customer service policies -desk top publishing training -planning a grand opening event ➤ Promotion at Pow-Wow
April/May/June 1999 Spring Quarter	<ul style="list-style-type: none"> ➤ Grand Opening Event!! ➤ Fashion Show ➤ Logo Contest Winner will be announced ➤ Dinner to Honor Businesses ➤ Students will rotate entry-level jobs, and managerial level will rotate separately. ➤ The students will be responsible for the day to day activities of keeping a business going
July/August 1999	<ul style="list-style-type: none"> ➤ There will be less store hours during the summer session ➤ An assessment will be made by local entrepreneurs, and the Business Faculty

SWOT Analysis of the Ram Shop at L.B.H.C.

Strengths	<ul style="list-style-type: none"> ➤ Provides education, and hands on training for entrepreneur students. ➤ Provides valuable services for the community. ➤ Provides merchandise that will promote, and advertise L.B.HC. ➤ Will enable students' self-esteem to rise. ➤ Will help the economy of the Crow Reservation.
Weaknesses	<ul style="list-style-type: none"> ➤ Majority of the budget is dependent on funding from two foundations. ➤ Majority of the workers will have little or no work experience. ➤ Most businesses do not show a profit their first year in business.
Opportunities	<ul style="list-style-type: none"> ➤ Great opportunity for students to utilize what they've learned from their Business and Computer Science courses. ➤ Great opportunity to develop leadership skills ➤ Great opportunity to develop organizational skills. ➤ Great opportunity to develop people skills, and work experience. ➤ Provides opportunity for members of the community to utilize the services that are available through the Ram Shop. ➤ Provides opportunity for LBHC students, faculty, and staff to utilize the services that are available through the Ram Shop. ➤ Provides an opportunity for local businesses to utilize the services that are available.
Threats	<ul style="list-style-type: none"> ➤ Board might disapprove of the Ram Shop. ➤ Students might drop out of school. ➤ Students might spend more time at the Ram Shop and not enough time on their schoolwork. ➤ Shrinkage that takes away profits. ➤ Foundations might not award grant.

The Ram Shop Budget

I. Personnel					
	A. Salaries & Wages				
		1) Project Director	In-Kind		
		2) Janitorial	In-Kind		
		3) Carpenters	In-Kind		
		4) Employees	In-Kind		
		Total		In-Kind	
II. Non-Personnel					
	A. Space Costs				
		1) Rent	In-Kind		
		2) Office Utilities	In-Kind		
		Total		In-Kind	
	B. Purchase of Equip				
		1) Cash Register	\$199.99		
		2) Security System	\$299.99		
		3) Refrigerator	\$429.99		
		4) Security Safe	\$229.99		
		5) Calculator	\$29.99		
		6) Phone	\$99.99		
		7) Fax Machine	\$999.99		
		8) 48' Round Table	\$79.99		
		9) Coffee Brewer	\$545.00		
		10) 2 Computer	\$3,798.00		
		11) Colored Printer	\$299.00		
		12) Colored Scanner	\$299.00		
		13) Copying Machine	\$1,299.00		
		Total		\$8,609.92	
	C. Building Materials				
		1) Lumber	\$1,500.00		
		2) Glass	\$300.00		
		3) Signage	\$150.00		
		4) Miscellaneous	\$100.00		
		Total		\$2,050.00	
	D. Consumable Supp				
		1) 100 Reams of Paper	\$300.00		
		2) 5 Toner Refills	\$200.00		
		3) 5 Copy Cartridges	\$5,750.00		
		Total		\$6,250.00	
	E. Start Up Inventory				
		1) 500 T-Shirts	\$5,000.00		
		2) 500 Sweatshirts	\$6,000.00		
		3) Mugs	\$200.00		
		4) Learning Supplies	\$1,000.00		
		5) Food	\$500.00		
		6) Beverages	\$500.00		
		Total		\$13,200.00	
	F. Other Costs				
		1) Insurance	In-Kind		
		2) Equip/Phone Install	In-Kind		
		3) Postage	In-Kind		
		Total		In-Kind	
Total Budget					\$21,500.00

Little Big Horn Economic Development Summit					
Presenters	(30 @ \$80.00)			\$2,400.00	
Building Rental				\$100.00	
Advertising Expenses				\$200.00	
Lunch				\$300.00	
Total Cost				\$3,000.00	

A proposal was sent to the Johnson Foundation and was approved for this budget.