Guidance for use of the Business and Revenue Tracking Resource for SEEDS Projects

Business Name – Enter the name of each business that is created or expanded as a result of the project.

Native Owned – Enter 'Yes' or 'No' to indicate whether the business is majority (at least 51%) Native-owned.

Type of Business – Provide a brief description of the nature of the business, for example, construction company, produce wholesaler, etc.

Created or Expanded – Enter 'Created' or 'Expanded' to indicate whether this was a new business that was created through project activities, or an existing business that was expanded.

Date Business Created (if applicable) – If 'Created,' enter the date that the business was created.

Nature of Expansion (if applicable) – If 'Expanded,' briefly describe the nature of the expansion; for example, established an online presence, created new distribution channels, etc.

Total Revenues – Record the total dollar value of all gross (pre-tax) revenues generated by each business during the project period. Please note that this total can be provided by the business owner, but it is the grantee's responsibility to track this information.

Total Revenues Retained in Community – If this is possible to track, record the total dollar value of all revenues that are retained or reinvested in the community being served.

Means of Revenue Retention in the Community – If this is possible to track, indicate *how* the revenues identified in the previous field were retained in the community being served. Examples might include profits to Native-owned businesses, wages paid to employees that live in the community, purchase of supplies or services from other local businesses, etc.

Difference in Revenues Pre/Post Expansion (if applicable) – If the business was expanded (not created), identify the difference in the rate of annual gross revenues before expansion compared to after expansion, for example 'Pre = $70,000 / Post = $100,000'

End of Project Status – Enter 'Operational' or 'Non-Operational' to indicate if the business is still running at the end of the project period.