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# Christopher L. James

Home Address:



## **Professional Experience**

### **National Center for American Indian Enterprise Development** *President & CEO* Mesa, AZ 01/2017 - Present

- Lead largest Native American economic development organization in the country, with offices spanning seven states; provide strategic direction in order to create and implement new opportunities and funding sources
- Oversee and host the popular Reservation Economic Summit (RES) conferences, including matchmaking events and networking which have brought much opportunity to Native American entrepreneurs; led 10% attendance increase for 2017 conference and formed 74 new partnerships
- Formed and strengthen partnerships with U.S. Senate Committee on Indian Affairs, U.S. Department of Energy, the National Conference of State Legislatures, the National Indian Gaming Association, and the Consortium of Administrators of Native American Rehabilitation among others
- Provided national leadership and relationship building before the elected leaders of federally recognized Indian Tribes, the national community of Tribal and Indian organizations whose missions intersect or are congruent with the National Center, private industry companies and associations, foundations and private philanthropy, and the agencies of the federal government

### **U.S. Small Business Administration (SBA)** *Associate Administrator* Washington, D.C. 07/2011 – 12/2016

- Senior Executive Service Appointee (SES) in the Administration of President Barack Obama
- Member of SBA's leadership team and management board
- Represent the SBA at White House events and in state, local, and congressional affairs; nationally recognized speaker; promote the SBA in media and national forums
- Coordinate outreach and communication efforts with Federal, state and local government entities to enhance the visibility and impact of the SBA
- Advise SBA Administrator on communicating the policies and programs of the SBA and the viewpoints of the Administration to Federal, state and local government entities

### Office of Field Operations (OFO):

- Implement all SBA programs and services, nationwide, by directing a staff engaged in the development and growth of small businesses through a wide range of lending, procurement, and technical assistance services, and by strategically leading economic development and job creations, across the U.S.
- Provide Senior Executive leadership/management to over 42% of the Agency's budgeted workforce (over 800 employees) insuring the implementation of its goals, programs and operations
- Manage an operational budget in excess of \$200 million dollars
- Responsible for the management and oversight of the agency's Loan, Contracting, Marketing and Outreach and Business Development programs and services
- Plan, coordinate, deliver and evaluate programs and services nationwide-- consisting of a network of 90 offices: covering 50 States, Puerto Rico, U.S. Virgin Islands, Guam and all American Territories
- Develop long and short term plans, resource projections, set priorities and establish justifications for strategies of implementation of SBA lending, contracting, technical assistance and advocacy programs geared for the development of small businesses
- Implements initiatives focused on immigrant entrepreneurs, LGBT community and the disabled population to enhance business development
- Increase digital education and training with public private partnership by developing SBAs Technology Coalition; members include Facebook, Box, Salesforce, Legal Zoom, Intuit, Amazon and Microsoft

### Office of Intergovernmental Affairs Programs and Initiatives:

#### SupplierPay:

- Following the Federal Government's implementation of QuickPay, designed to reimburse those doing business with the government in fifteen days or less, a public/private partnership was developed to encourage large corporations to pay their small business suppliers on an expedited basis
- Serve as agency lead on implementation of SupplierPay, working in concert with White House National Economic Council (NEC) to encourage Fortune 500 companies to take the public pledge
- Successfully recruited fifty companies to the pledge to date, including names such as Apple, ConAgra Foods, Xerox, Siemens, Oracle, 3M, Zappos, Hallmark, AT&T, Lockheed Martin, Philips, Coca-Cola, Nissan, PG&E, and IBM
- Oversee a team carrying out the initiative, with over 500 prospects contacted thus far, creating corporate relationships for SBA to build on toward shared objectives

- Convened several corporate gatherings at White House with President of the U.S. in attendance

#### *Startup in a Day:*

- Initiative was designed to encourage cities and Native American communities to create centralized, streamlined platforms allowing entrepreneurs to apply for everything needed to get started within 24 hours
- Coordinated large scale prize competition with over 100 cities and Native American communities applying

#### *Native American Affairs:*

- Develop policies designed to enhance SBA's delivery of services to the Native American community
- Serve as officer on record for Tribal Consultation in regards to Presidential Executive Order 13175
- Work with White House and Senior Administration officials to craft best practices for accomplishing small business and economic development in Native American and rural communities

#### **U.S. Department of Treasury**     *Associate Program Manager*     Washington, D.C.     01/2009 – 07/2011

- Program Manager at Treasury's Community Development Financial Institutions (CDFI) Fund, acting as liaison between the CDFI Fund, Native American tribal governments, and other federal government agencies
- Served as Selecting Official for the CDFI Program, approving over \$120 million dollars (2010 funding round)
- Develop and implement communications and outreach strategies for the purpose of encouraging CDFIs to apply for certification and awards; provided assistance to CDFIs to improve their capacity to pursue awards

#### *Selected Accomplishments Include:*

- Develop and Implement the CDFI Fund's Native Initiatives Strategic Plan, "Financing Native Leaders for Tomorrow," FY 2009-2014 and mission based action plan resulting in:
  - 40% increase in the number of certified Native CDFIs
  - 96% increase in the amount of applications received for Native American CDFI Assistance Program
  - Over 20 Native CDFIs certified
  - Over \$30 million into American Indian, Alaskan Native, and Native Hawaiian communities
- Develop and implement the FY 2012 Native American CDFI Assistance Program Funding Application
- Developed a \$50 million capacity-building initiative and chaired Technical Evaluation Panel to secure highly-qualified service providers and guide implementation of this initiative

#### **The Sequoyah Fund**     *Associate Director & Senior Loan Officer*     Cherokee, NC     02/2006 – 12/2009

- Responsible for the daily operations of the fund; A Native American CDFI and an enterprise of the Eastern Band of Cherokee Indians
- Conduct Pre Venture feasibility analysis including Sequoyah National Golf Course
- Business plan developer for tribal entities including Cherokee Bottled Water and Vocational Opportunities of Cherokee
- Advance marketing strategies; supervised loan underwriting; trained, supervised interviewed, coached, and evaluated staff

### **Education**

**Master of Entrepreneurship**, Western Carolina University, Cullowhee, NC, May 2006

**Bachelor of Arts**, Communication Studies, University of North Carolina, Wilmington, NC, May 1999

### **Leadership Committees and National Board Membership**

- *Board Member*, Federal Reserve Bank of Minneapolis Center for Indian Country Progress Leadership Council, 2017- Present
- *Member*, Federal Communication Commission (FCC) Diversity in Tech Working Group of the Advisory Committee on Diversity and Digital Empowerment, 2017 – Present
- *Board Member*, New Mexico Community Capital, 2017 – Present
- *Board Member*, American Indian Chamber of Commerce of Arizona, 2017 – Present
- *Representative*, White House Rural Council Exports Working Group, 2014 – 2016
- *Representative*, White House Intergovernmental Affairs Working Group, 2015 – 2016
- *Representative*, White House Council on Native American Affairs, 2012 - 2016
- *Member*, White House Interagency Group on Insular Areas, 2011 – 2016
- *Member*, White House Task Force on New Americans, 2014 – 2016
- *Member*, White House American Recovery and Reinvestment Act, 2009