Success Story
Spotlight

Winter TRIAD

Mandaree Enterprise Corporation (MEC)

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Mandaree Enterprise Corporation (MEC) Profile

- MEC was founded in 1990

- 100% Tribally-owned/chartered business
  - Three Affiliated Tribes (TAT) Mandan, Hidatsa and Arickara Nations
  - Federally Recognized

- Headquarters located in New Town, ND
  - Fort Berthold Indian Reservation

- Capabilities
  - Electronic Manufacturing
  - Cable & Wire Harnesses
  - Panel Assemblies
  - Power Supplies

- MEC began with 5 Full Time Employees (FTE)
  - FTE high of 250, currently at 428
  - With additional FTE’s working through joint ventures
Beginning State

- MEC was established in 1990, to create employment for Fort Berthold Indian Reservation members

- Northrop Grumman was seeking to establish a relationship with a Native American Tribal Organization near our New Town facility

- Mandaree Enterprises was a job shop manufacture firm to neighboring towns
  - Mandaree had little experience in the Federal market place
  - Mandaree had a mechanism where it could more effectively build and grow its own infrastructure
  - In the beginning Mandaree had challenges establishing a solid management core team interested in building a high-tech business in the rural state of North Dakota and on an Indian Reservation

- In 1989-90 with Northrop Grumman’s assistance, MEC entered into it’s first DoD Mentor-Protégé Credit Agreement
Current State

- From a single stand alone company, MEC was able to create a foundation and stepping stone for present day Mandaree Enterprises, a tribally owned organization. MEC’s current growth:

- Northrop Grumman awarded a subcontract for C-17 Electrical Standards Kitting
  - This enabled Northrop Grumman to transfer a significant manufacturing and procurement capability to MEC
  - Because of the manufacturing and inventory requirements of this new capability, Mandaree upgraded their MRP system

- MEC became a preferred manufacture for cables and harnesses on NG’s Global Hawk and un-manned platforms

- B2 Bomber, Jstars, FA/18, Mass-Mounted Site, C-17, AWAC
  - Power supplies, panel assemblies, antenna assemblies, printed circuit boards, connector/relay switches, cables and wire harnesses
Current State

• Annual revenue in excess of $30m, has been as high as $40m
  – Grew 7 of 10 new 100% tribally-owned companies
  – Enterprise wide employment exceeds 150
  – Maintains offices in 7 states, and performs in several commercial markets
  – Currently holds contracts with 12 separate federal departments/agencies
  – Features a diversified offering of services (Staffing, Wire and Harnesses… )
  – Continuing efforts to strengthen it’s infrastructure and technology base
  – Investing in innovative products/services for future growth

• Nunn-Perry award Recipient
  – DoD Credit Mentor-Protégé Agreement 1999
  – DoD Air Force Reimbursement Mentor-Protégé Agreement 2000
Future State

• Northrop Grumman continues to maintaining it’s partnership with MEC as a preferred supplier.

• MEC continues to leverage it’s Mentor-Protégé Technology Transfer into other programs within NG and Government Agencies

• Northrop Grumman continues to advice MEC in new opportunities and provides meeting and introductions into new programs

• Benefits
  – As a Federally Recognized Tribal Organization prime are able to submit claims under the Indian Incentive Program of 5%
  – MEC is a Small Disadvantage Business and HubZone Small Business
  – MEC is able to perform both as a Prime or Subcontractor
Projects Support
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