



AGENDA

NW Enterprise Development Conference

“Power of the Past – Force for the Future”

Monday, September 4

1:00 pm - 5:00pm **Registration**
Orca West Foyer

Tuesday, September 5

8:00 am – 5:00pm **Registration**
Orca West Foyer

8:00am – 5:00pm **Native American Art Market** – Enjoy beautiful one of a kind Native American jewelry, arts & crafts at this unique Art Market.
Orca Foyer

7:45am – 8:30am **Networking Continental Breakfast**
Orca 1

8:30am – 10:00 am **Opening General Session**
Orca 2 & 3

- Opening Prayer – Maria Zackuse, Chairwoman - Tulalip Tribes
- Posting of Colors - Tulalip Honor Guard
- Welcome – Derrick Watchman, Chairman of NCAIED Board
- Welcome – Presenting Sponsor
- Welcome - Chris James- President/CEO, NCAIED
- Featured Speaker – Louie Gong, Founder - 8th Generation
- How Federal, State and Local Policy Affect Regional Economic and Small Business Development – Discussion with:
 - Paulette Jordan, Member - Idaho House of Representatives
 - Senator John McCoy, Washington State Senate

10:15am – 11:30am **Breakout Sessions ONE**
Chinook 1, 2, 3, 4

Track 1 Business and Enterprise Development- E-Commerce – How to be part of the global economy using technology.

Chinook 1

- Arturo Noriega, Founder & Executive Director - Centro Community Partners
- Jason Fujioka, Business Development Manager- Microsoft (INVITED)

Track 2 Management & Leadership – Manage My People, Practice of effective leaders – Understanding the strengths of your team.

Chinook 2

- Jeff Grant, HR Director-UPS
- Stephine Poston, President/Founder - Poston and Associates
- Greg Hambright, President and CEO- Afognak Native Corporation

Track 3 Regional Economic Development – Tribal Economic Strategies, Development Strategies.

Chinook 3

- Ernest Rasmussen, Senior Planner & Economic Development- Colville Confederated Tribes
- James Parker, Co-Chair- Oregon Native American Chamber- ATNI
- Kyle Johnson, Executive Director- Jamestown S’Klallam Tribe Economic Development Authority

Track 4 Human Capital and Career Development - The Importance of Networking.

Chinook 4

- Marilyn Romano, Regional Vice President- Alaska Air
- Dave Bailey, CTO - Arctic IT (INVITED)

11:30am – 12:45pm **Networking Buffet Luncheon - A conversation with Dr. Gavin Clarkson, Deputy Assistant Secretary- Indian Affairs**

Orca 1

12:45pm-2:15pm **Breakout Sessions TWO**

Chinook 1, 2, 3, 4

Track 1 Business and Enterprise Development- How to Turn My Skills into a Business – How to take the first step in business and how to get it financed.

Chinook 1

- Sean McCabe, Managing Member- McCabe CPA Group LLC

- Shana Greenberg-Barehand, Tribal Liaison- Washington State Department of Revenue

Track 2 Management & Leadership – Developing Intelligent Teams - Team building to lead an office or a business.

Chinook 2

- Moderator- Pat Parker, President & CEO- Miami Nation Enterprises
- Roxie Schescke, President- Indian Eyes LLC
- Peter Holter, Managing Director - New Mexico Community Capital
- Gail Schubert, President & CEO- Bering Straits Native Corporation

Track 3 Regional Economic Development – Where’s the Money: How Non-Profits and Tribes Should Apply for Federal & Non- Federal Grants- In this 90-minute session, we will explore both the fundamentals of creating strong, compelling grant proposals and the places (public and private) to look for grant money for your programs. Participants will be encouraged to ask questions and leave with a list of resources for further independent research.

Chinook 3

- Alison Pride, Grants Manager- Broadway Center for the Performing Arts | Co-President- Puget Sound Grantwriters Association

Track 4 Human Capital and Career Development - Building your social media presence – How to use your profile to get business and/or get a job.

Chinook 4

- Luis Miranda - Former Director of Hispanic Media- The White House

1:00pm – 5:00pm **Youth Entrepreneurship Summit (YES!)**

MC: Dyami Thomas & Becca Lynn

Orca 2 & 3

- Louie Gong, Founder- 8th Generation
- Jordan Paul, Manager for Pinner Experience- Pinterest
- Prairie Bighorn, Executive Director - American Indian Business Leaders (AIBL)
- UNITY- Mary Kim Titla, Executive Director
- GEN-I – Center for Native American Youth (CNAV) (INVITED)

2:30pm-2:45pm **Afternoon Networking Break**

Orca Foyer

2:45pm-4:00pm **Breakout Sessions THREE**

Chinook 1, 2, 3, 4

Track 1 Business and Enterprise Development– Collaboration, Negotiation and Persuasion.
Buying Back American.

Chinook 1

- Clarence O’Berry, President and CEO- Mandaree Enterprise Corporation
- Jim Evans, Director of Marketing- Mandaree Enterprises

Track 2 Management & Leadership – Ethical Decision Making in Business.

Chinook 2

- Wendy Pearson, Of Counsel- Hobbs, Straus, Dean & Walker, LLP
- Gabe Galanda- Galanda Broadman PLLC

Track 3 Regional Economic Development – How to do Business with Lockheed Martin – Getting into the Fortune 500 Supply Chain. Do you want to learn if your service and/or product is a fit for one of Lockheed Martin’s four Business Areas: Aeronautics, Missiles & Fire Control, Space Systems, and Rotary & Mission Systems? Come join representatives from Lockheed Martin in a *How to do business with Lockheed Martin* session. You will hear information on how to market your products and services, what LM expects from its suppliers and how to connect with the appropriate decision makers. The session will end with a Q&A period to help prepare your company for potential subcontracting opportunities. ***Brought to you by Lockheed Martin

Chinook 3

- Diana Salgado, Supplier Diversity Program Site Lead- Lockheed Martin
- Emma Stevens, Supplier Diversity Program- Lockheed Martin

Track 4 Human Capital and Career Development - Career Change – Choosing a New Career Path – Is Entrepreneurship an Option?

Chinook 4

- Veronica Hix, Executive Director- ONABEN

5:00pm-7:00pm **Opening Welcome Reception**

Oasis Pool

Wednesday, September 6

8:00am – 5:00pm **Registration**

Orca West Foyer

8:00am – 5:00pm **Native American Art Market** – Enjoy beautiful one of a kind Native American jewelry, arts & crafts at this unique Art Market.

Orca Foyer

8:00am – 8:45am **Continental Breakfast**

Orca 2 & 3

8:00am – 12:00pm **Business Expo/Career Fair** – This event will provide an incredible opportunity for business connections as well as a forum to meet other professionals. On our Main Expo Stage we will have presentations and showcase services from tribes, tribal enterprises, federal agencies, Corporations, Native American Entrepreneurs and Business Owners.

Orca 1

12:00pm – 1:30pm **Enterprise Networking Luncheon – Hosted by NCAIED Chairman and Board of Directors**

Orca 2 & 3

- Tom Brooks, Vice President of External Affairs- AT&T
- Tracy Monteith, Senior Software Engineer - Microsoft

1:45pm – 3:00pm **Breakout Sessions FOUR**

Chinook 1, 2, 3, 4

Track 1 Business and Enterprise Development– What federal and state programs can I take advantage of in contracting – State specific programs, 8(a), HubZone.

Chinook 1

- John Shoraka, Managing Director- PilieroMazza Advisory Services, LLC
- Mike Anderson, Executive Director, NACA
- John Klein, Associate General Counsel- Procurement Law SBA

Track 2 Women’s Leadership Panel- “Native Women Trailblazers in Business Leadership”- To quote “There is a special place in hell for those women who don’t help other women”. These native women have used influential leadership. Which is critically important as more and more American Indians and Alaskan Natives thrive in leadership positions to drive change by securing commitments, empowering and energizing action. Honing leadership skills is tough, and Native women excel when they learn how to use develop and use those skills. Find out how these Native women from Business Owners, Senior Executives and Tribal Programs who have perfected their influential leadership skills.

Learn key strategies at all levels to leverage power and influence to drive business and community outcomes while keeping our culture and traditions. All the while raising the

next generation of leaders of native men and women.

Chinook 2

- Helvi Sandvik, Transformational Executive Leadership- Alaska Airlines (INVITED)
- Marina Turningrobe, President- Sister Sky (INVITED)
- Michelle Sparck, President- ArXotica, Inc.(INVITED)
- Raina Thiele, Founder -Thiele Strategies LLC

Track 3 Regional Economic Development – Choosing the Right Structure for Tribal Enterprises, Section 17 Corps and Native 8(a) entities - This panel will describe the requirements and options for how tribes, Alaska Native governments and ANCs can structure tribal business enterprises to maximize profit, protect tribal assets, ensure proper governance and manage liability. The panel will explore a wide range of structures with particular focus on Section 17 corporations and consider the utility of Section 17 corporations, LLC and other entity forms for both holding companies and operating subsidiaries. Considerations will also include federal and state tax advantages, sovereign immunity, limitation of liability and ease of formation. Finally, the panel will explore the formation and acquisition of SBA 8(a) companies.

Chinook 3

- James Meggesto, Partner- Holland & Knight LLP
- Kathleen Nilles, Partner- Holland & Knight LLP
- Sarah Curtis, Associate- Holland & Knight LLP

Track 4 Regional Economic Development-

Chinook 4

- Lynn Best, Environmental, Land and Licensing Officer- Seattle City Light (INVITED)
- Julia Gold, Community Development Planning Manager- Tulalip Tribe (INVITED)
- Chris Mercier, Tribal Council- Confederated Tribes of Grand Ronde (INVITED)

3:00pm – 3:15pm **Afternoon Networking Break**

Orca Foyer

3:15pm – 4:30pm **Breakout Sessions FIVE**

Chinook 1, 2, 3, 4

Track 1 Business and Enterprise Development– Managing a Project – Project Management Tools for Success

Chinook 1

- Moderator-Hope Huskey, Director of Program Development - Sequoyah Fund
- Anthony Mallott, President & CEO- Sealaska Corp. (INVITED)

- Cayuse Technology
- Strategies 360

Track 2 Regional Economic Development- Learn how tribes and business owners can collaborate with local organizations and government agencies to increase resources that support their economic development strategies. Network with other participants to learn about how they have developed an environment that helps small businesses thrive.

Chinook 2

- Craig Nolte, Regional Manager Community Development- Federal Reserve San Francisco, Seattle Branch
- Amber Schulz-Oliver, Executive Director- Affiliated Tribes of Northwest Indians Economic Development Corporation
- Major Robinson, Assistant Vice President- Federal Reserve Bank of Minneapolis (INVITED)

Track 3 Regional Economic Development – Designing Tribal Buildings with Tribal Assets: Case studies and opportunities for using regionally sourced building materials and construction labor. ***Brought to you by Whole Trees

Chinook 3

- Brian Shein- Doyon Government Group
- Tammy Eagle Bull, Principal- Encompass Architects
- Jason Wegman, Principal- PWL Partnership
- Mike Laverdure, President- American Indian Council of Architects and Engineers (INVITED)
- Rich Frank, Principal- Mithun Seattle (INVITED)

Track 4 – International and Intertribal Trade – How do we get into exporting and how are we innovative?

Chinook 4

- Wayne Garnons-Williams, Chair - International Inter-tribal Trade and Investment Organization

5:30pm-7:00pm **Native American 40 Under 40/Scholarship Reception**
Orca Foyer

7:00pm-9:00pm **Native American 40 Under 40/Scholarship Dinner**

- Master of Ceremony - Chris James, President & CEO - NCAIED
- Opening Remarks- Derek Valdo, CEO-AMERIND Risk
- 40 Under 40 History - Margo Gray, Board Member - NCAIED

- Dinner
- Scholarship Award Presentations
- Native American 40 Under 40 in Indian Country Awards

Orca

9:30pm-11:30pm **Native American 40 Under 40 - Post Event Celebration** - Join us for a night of karaoke and fun!!!

Cabaret at Tulalip Casino

Thursday, September 7th

8:00am-12:00pm **Registration**

Orca West Foyer

8:00am-12:00pm **Native American Art Market** - Enjoy beautiful one of a kind Native American jewelry, arts & crafts at the unique Art Market.

Orca Foyer

8:15am-8:45am **Continental Breakfast**

Orca 1

9:00am-10:15am **Breakout Sessions SIX**

Chinook 1, 2, 3, 4

Track 1 Business and Enterprise Development – Understanding My Financials – How to go from breaking even to making money; What is the best accounting management for my business?

Chinook 1

- Dr. Liz Ross, Native Business Consultant
- Ted Piccolo, Executive Director - Northwest Native Development Fund

Track 2 Management & Leadership – Advanced Leadership and Management Skills: Becoming a CEO or Managing Director – What do I need to do first?

Chinook 2

- Moderator-Kip Ritchie, President- Greenfire Management Services, LLC
- Derek Valdo, CEO- AMERIND Risk
- Anthony Edwardsen, President and CEO- UKPEAGVIK IÑUPIAT CORPORATION

Track 3 Regional Economic Development – Complex Development –Attracting private sector investments into our tribal communities.

Chinook 3

- Eric Trevan, Faculty Member- The Evergreen State College
- Bryan Small, CEO- Small Consulting Group, LLC
- Kurt Trevan, CEO- Gun Lake Investments

Track 4 Tribal Leadership Roundtable - Part 1

Chinook 4

- Joan Timeche, Executive Director- Native Nation Institute, University of Arizona
- Timothy Ballew, Chairman- Lummi Tribe (INVITED)
- Maria Zackuse, Chairwoman- Tulalip Tribe (INVITED)
- David Bean, Council Member- Puyallup Tribe (INVITED)

10:15am – 10:30am **Morning Network Break**

Orca Foyer

10:45am – 12:15pm **Breakout Sessions SEVEN**

Chinook 1, 2, 3, 4

Track 1 Business and Enterprise Development- Sharing your Story: How an Investment in your Brand can Boost your Bottom Line- Join Ron Dotzauer, Co-founder and CEO of Strategies 360, for a presentation on how Tribes and Businesses can turn a public image campaign into powerful results

Chinook 1

- Ron Dotzauer, Co-founder and CEO- Strategies 360

Track 2 Business and Enterprise Development- How to work with a company like Nike- Nike N7 Fund, how to apply and receive funding.

Chinook 2

- Tyler Hogan, Territory Sales Representative- NIKE Inc. (INVITED)

Track 3 Regional Economic Development - Brick and Mortar vs. the Internet - Attracting Development into My Community: Incentive for economic development of tribal lands and how to attract tribal member's businesses to my development

Chinook 3

- Geoffrey Blackwell, Chief Strategies Officer and General Counsel- AMERIND Risk
- Irene Flannery, Director - AMERIND Critical Infrastructure
- Andrew Metcalfe, CEO- Native Network

Track 4 Tribal Leadership Roundtable - Part 2

Chinook 4

- Joan Timeche, Executive Director- Native Nation Institute, University of Arizona

12:30pm – 2:00pm **Small Business and Entrepreneurship Luncheon & Grand Finale Giveaway**

Orca

- John Echohawk, Executive Director- Native American Rights Fund

2:15pm – 4:00pm – FORUM - Small Business Forum – To help tribal individuals and entrepreneurs build their financial assets through entrepreneurship and other asset-building financial products to grow their vision of “improving the prosperity and well being of their families”. Being up-to- date on policies that help improve the tribal micro-economic ecosystem that streamlines macro and micro-economic development. Providing Native American people an opportunity to leverage resources, such as: tribal business incubation, technical assistance/coaching, and financing tools that helps create intergenerational transfer of assets and commitment to building a healthy community.

Chinook 1

- Phil Hamilton- Newhauken Arts, Ltd. (INVITED)
- Keith Tom- Salish Screenprinting (INVITED)
- Terry Phair- Lummi Seafood/Market, LLC (INVITED)
- Aletha Ballew- Sul Laak le (INVITED)

2:15pm – 4:00pm – FORUM – Working with First Nations – Discussion on how to better work with Tribes in Canada – Tribal to Tribal Relationships/Individual to Individual/ Border Issues

Chinook 2

- Terrance Nelson, Former Grand Chief- Southern Chiefs Organization
- Keith Matthew, President- Council for the Advancement of Native Development Officers (CANDO)
- Jim Ransom, Director of Economic Development- Mohawk Council of Akwesasne (INVITED)
- Miles Richardson, Director- National Consortium for Indigenous Economic Development (INVITED)
- Kyle Delisle, CEO- Kahnawa:ke Economic Development Commission (INVITED)
- Jim Collard, Director of Planning & Economic Development- Citizen Potawatomi Nation (INVITED)

2:15pm – 4:00pm – FORUM –

Chinook 3

- Mark “Hawk” Thomas, Managing Counsel- Reed Law, PC (INVITED)
- Kerrie Hurd, District Director- US Small Business Administration (INVITED)

2:15pm – 4:00pm – FORUM – Sustainability

Chinook 4