



RES Las Vegas 2018

TENTATIVE AGENDA

SUNDAY, MARCH 4TH

2:00 PM - 7:00 PM

REGISTRATION
BERMUDA A

MONDAY, MARCH 5TH

7:00 AM – 7:00 PM

REGISTRATION
BERMUDA A

7:30AM

SHUTTLE DEPARTURE TO GOLF COURSE
MIRAGE EVENTS CENTER ROTUNDA LOBBY

8:15 AM

GOLFERS BREAKFAST
LAS VEGAS PAIUTE GOLF RESORT

9:00 AM – 3:00 PM

30th ANNUAL NCAIED SCHOLARSHIP GOLF CLASSIC
LAS VEGAS PAIUTE GOLF RESORT

9:00 AM – 5:00 PM

AMERICAN INDIAN ART MARKET
PROMENADE

12:00 PM -1:15 PM

NETWORKING LUNCH
GRAND BALLROOM A

1:30 PM - 3:00 PM

BREAKOUT SESSIONS ONE
SPECIAL SESSION 1: [Artist Training](#) - This session is geared towards the Artisan entrepreneur. They will learn the basics of small business including pricing, marketing and promotions. Brought to you by First Peoples Fund (Invited)
TRINIDAD A & B

SPECIAL SESSION 2: Making the Pitch - How to pitch an investor or get the contract? How do you sell yourself by developing an elevator pitch? Investors need to be confident that your business will attract and retain customers and a contractor needs to know that you have the ability to do the work. In this session, you will learn how to develop the pitch so you can make the deal.

JAMAICA A & B

SPECIAL SESSION 3: Power of Communication- Let's Start the conversation about my business - In this session you will learn the tools to successfully communicate your message in business.

ST THOMAS B

SPECIAL SESSION 4: Where's the Money - Grant Process Development

Process Definition; Who Sets Funding Priorities; How are Funding Priorities Developed; How do Strategic Goals Relate to Funding Priorities; How are Tribal Funding Priorities Developed; Funding Opportunities; How do we Find Funding Opportunities; What Happens When we Find a Funding Opportunity; What is a Stakeholder; What is a Grant Requisition and Checklist; Does the Grant Team Write the Grant; What if it is a Renewal or Continuation Grant; Quality Review; What is an Activity Plan; Final Review; Submitting the Grant; and, other Stakeholders Meeting.

ST THOMAS A

Charlie Sink - Chugachmiut

SPECIAL SESSION 5: Contracting and Procurement - This seminar will provide an introduction to government contracting, describing prime and subcontracting assistance programs, Small Business Administration (SBA) certification programs, as well as the Set-Aside programs (aka: the WOSB, SDVOSB, HUBZone and 8(a) programs). Also outlined and discussed will be the different vehicles used by the federal government to purchase goods and services and a list of resources available to small businesses.

ANTIGUA A

3:15 PM - 4:45 PM

BREAKOUT SESSIONS TWO

SPECIAL SESSION 1: Let's Get Started - ENTREPRENEURSHIP- Starting a business can be challenging and uncertain. Understanding the risks and reducing those risks through careful planning improves the chances for business success. This workshop will provide entrepreneurs with information to be better businesspeople, starting with how to navigate through the necessary steps to start a business. Topics will include an overview of Business Planning, Legal Structure, Taxes, Marketing & Market Research, and National/Local

Resource-availability. Come and learn about the seven deadly sins to avoid as a small business owner!

ANTIGUA B

SPECIAL SESSION 2:

JAMAICA A & B

SPECIAL SESSION 3: Economic Development & Long Term Community Planning -

ST THOMAS B

SPECIAL SESSION 4: Where's the Money Part 2 - Understanding the Grant Process.

ST THOMAS A

Charlie Sink - Chugachmiut

SPECIAL SESSION 5: Contracting and Procurement Part 2 - Financing Options for Government Contractors-

Innovation and growth comes with a cost. Whether you've just been awarded a major contract or have decided to grow your firm through acquisition, you may be seeking financing to make this happen. Explore the range of financing solutions, specifically how refinancing existing debt, acquisition financing, contract mobilization financing and lines of credit can help contractors achieve new levels of growth. Consider comparison of products of the U.S. Small Business Administrations and FinTech debt and factoring alternatives. Learn from case studies of contractors who have selected and utilized financing approaches that have moved them forward with success.

ANTIGUA A

5:00 PM – 7:00 PM

GRAND OPENING WELCOME RECEPTION

GRAND BALLROOM A

TUESDAY, MARCH 6TH

7:00 AM – 5:00 PM

REGISTRATION

BERMUDA A

7:30 AM – 8:45 AM

RES NETWORKING BREAKFAST

GRAND BALLROOM F

9:00 AM – 10:15 AM

OPENING GENERAL SESSION

GRAND BALLROOM A

- Posting of Colors
- Invocation - Benny Tso - Chairman, Las Vegas Paiute Tribe

- Opening Welcome Presentation
- Welcome from Chris James – President and CEO, National Center for American Indian Enterprise Development
- Welcome from Derrick Watchman – Chairman, Board of Directors, National Center for American Indian Enterprise Development
- Keynote Speaker
- Featured Speaker
- Final Remarks

10:30 AM – 10:45 AM

AMERICAN INDIAN ART MARKET – RIBBON CUTTING

PROMENADE

10:45 AM - 5:00 PM

AMERICAN INDIAN ART MARKET

PROMENADE

10:45 AM – 11:00 AM

PROCUREMENT EXPO ORIENTATION

MIRAGE EVENTS CENTER C-1

11:00 AM – 6:00 PM

BUY NATIVE PROCUREMENT MATCHMAKING EXPO

MIRAGE EVENTS CENTER C-2/C-3

10:45 AM – 12:15 PM

BREAKOUT SESSIONS THREE

Track 1: Business Development – GROW your Business

TRINIDAD A & B

Track 2: Economic Development - Tourism - Developing Tribal Tourism for the International Visitor Market - Since 2007, AIANTA has been bringing Indian Country to the world with a resulting 180% increase in overseas visitors. During the Developing Tribal Tourism for the International Visitor Market Session, AIANTA will be presenting an overview of the international tourism market for Indian Country with a special focus on the Italian, German and United Kingdom visitor markets. The presentation will also introduce the only consumer facing destination website with domestic and global reach dedicated to promoting cultural tourism in Indian Country – NativeAmerica.travel. This webinar will give instruction on how tribes, tribal cultural tourism programs and tribal businesses can highlight their products on the website without charge. Note: this opportunity is due to a partnership with AIANTA and the Bureau of Indian Affairs, participation with tribes and tribal members.

ANTIGUA B

Track 3: Global Enterprise - Session by International Intertribal Trade and Investment Organization

ANTIGUA A

Track 4: Technology

JAMAICA A & B

Track 5: Tribal Enterprises

ST THOMAS A

12:30 PM – 1:45 PM

AMERICAN INDIAN ENTERPRISE LUNCHEON

GRAND BALLROOM A & F

- Invocation
- Lunch is served
- Keynote Speaker
- Final Remarks

2:00 PM – 3:30 PM

BREAKOUT SESSIONS FOUR

Track 6: Investments, NMTCs, & SBIRs

ST THOMAS B

Track 7: Procurement and Supply Chains - Navigating the Financial Agencies

Acquisition Process- In this highly engaging and interactive panel discussion, procurement professional from the OMWI agencies will share how financial regulatory agencies procure goods and services. Suppliers often find challenges while seeking to do business with these agencies. Suppliers will learn directly from key procurement practitioners how to navigate the acquisition process of its agency. These practitioners will share the tips on how suppliers can access procurement opportunities and how to collaborate with their agencies. Presenters include Federal Reserve Banks, the Consumer Financial Protection Bureau (CFPB), the Federal Deposit Insurance Corporation (FDIC), the Federal Housing Finance Agency (FHFA), the National Credit Union Administration (NCUA), the Office of the Comptroller of the Currency (OCC), the Securities and Exchange Commission (SEC), and the Department of the Treasury Department Offices.

TRINIDAD A & B

Track 8: Management and Leadership - Ethical Decision Making in Business

JAMAICA A & B

Track 9: Entrepreneurship – Start a Business or Support Your Citizen’s

Entrepreneurs Market to Sell - What business are you *really* in? Knowing *exactly* what your business sells is the foundation for all your marketing efforts. Still, too many small businesses can’t accurately define what it is that they do.

This session will help you identify *exactly* what your business sells by helping a struggling small fishing business. You'll learn how much easier it is to craft a marketing message when you and your customers are speaking the same language.

ANTIGUA A

3:30 PM – 3:45 PM

RES NETWORKING BREAK

MIRAGE EVENTS CENTER ROTUNDA

3:45 PM – 5:15 PM

BREAKOUT SESSIONS FIVE

Track 10: Business Development – GROW Your Business - Planning is critical to any business throughout its existence. Every successful business owner regularly reviews his or her business plan to ensure it continues to illustrate the direction of the business. Ongoing business planning is a process that will enable you to monitor whether you are achieving your business objectives. Ongoing planning can be used as a tool to identify where you are now and in which direction you wish your business to grow. In this session we will explore strategies that will turn your business plan into a dynamic template that will lead to successful growth.

ANTIGUA B

Track 11: Economic Development - ECONOMIC MASTER PLANNING: Strategy for Comprehensive Economic Development: Process, Engaging Stakeholders, and Benefits. This session highlights the importance of long range planning to achieve project goals and key ingredients for successful economic development planning. Discussion will cover funding plan development, activities associated with development of a CEDS plan (format, approach, coordination), progress report on implementation of the Plan, challenges and lessons learned during development and implementation.

ST THOMAS A

Track 12: Global Enterprise - International Trade - Strengthening Tribal Sovereignty This panel will discuss real opportunities for developing trade between American Indian Tribes in the U.S. and First Nations in Canada with foreign companies and governments around the world.

ST THOMAS B

Track 13: Technology - PRESENTATION ON CYBER TECHNOLOGY

ANTIGUA A

Track 14: Energy -

JAMAICA A & B

5:30 PM – 7:30 PM

RES LAS VEGAS 2018 BUSINESS TRADE SHOW – RIBBON CUTTING AND OPENING RECEPTION

PROMENADE, ROTUNDA & MIRAGE EVENTS CENTER

WEDNESDAY, MARCH 7TH

7:00 AM – 5:00 PM

REGISTRATION

BERMUDA A

7:30 AM – 8:45 AM

RES NETWORKING BREAKFAST

GRAND BALLROOM F

9:00 AM – 5:00 PM

AMERICAN INDIAN ART MARKET

PROMENADE

9:00 AM – 5:00 PM

RES LAS VEGAS 2018 BUSINESS TRADE SHOW

MIRAGE EVENTS CENTER

9:00 AM – 10:00 AM

BREAKOUT SESSIONS SIX

MIRAGE EVENTS CENTER

SPECIAL TRACK 1: Promoting Business Diversification as a Tribal Economic Development Strategy- Since 1990, reservation economies have grown faster than the overall U.S. economy, mostly in casino-related sectors. With signs of market saturation and modest growth ahead in the gaming industry, a broader strategy of promoting a diverse array of private sector businesses can help sustain Indian Country economic development. This session will review data on the industrial composition of reservations businesses and the advantages of promoting a more balanced portfolio of industries. Tools for analyzing the size and composition of your reservation's business sector and workforce will be highlighted, to identify imbalances and areas of opportunity. The session will conclude with a discussion of creating a strong business environment through tribal governance.

MIRAGE EVENTS CENTER C-1

Presenter: Dick Todd, Federal Reserve Bank of Minneapolis

SPECIAL TRACK 2: Energy - TRIBAL ENERGY DEVELOPMENT – Keys to Success. This interactive session brings together Tribal officials, industry leaders and key officials leading government programs to share resources and success stories of innovative tribal energy projects from across the United States. Of interest to the range of audience participants from beginners to seasoned professionals, this session will cover essential development strategies to

cutting edge solutions for navigating the development path, including case studies on fossil fuel and renewable energy projects.

MIRAGE EVENTS CENTER C-2

SPECIAL TRACK 3: National Native Organizations Working Together to Promote Business and Economic Development in Indian Country- The leading national organizations representing Native communities, large enterprises, small businesses and entrepreneurs will present their respective policy agendas and mutual initiatives to advance business, economic and community development and investment interests in Indian Country and opportunities in domestic and international markets.

MIRAGE EVENTS CENTER C-3

10:00 AM – 10:15 AM

RES NETWORKING BREAK

MIRAGE EVENTS CENTER

10:15 AM – 11:15 AM

BREAKOUT SESSIONS SEVEN

MIRAGE EVENTS CENTER

SPECIAL TRACK 1: Section 17 Corporations : Advantages, Formation & Success. As Tribes engage in diversification activities, a sound strategy and appropriate legal structure are vital. Organizing entities under Section 17 of the Indian Reorganization Act can provide Tribes the tax security to conduct business activities across markets and legal jurisdictions. This panel with extensive experience in organizing and operating Section 17 Corporations will guide the discussion and serve as resources on challenges, best practices in facing those challenges, and lessons learned to take tribal business in a new direction.

MIRAGE EVENTS CENTER C-1

SPECIAL TRACK 2: DIVERSIFICATION – Expanding Beyond Single Revenue Sources. Tribes and tribal enterprises increasingly recognize the risk of being overly dependent upon a single source of economic activity and the benefits of creating a strategy for developing a diversified and resilient business community. Hear from Tribal leaders who have explored and seized on ways to diversify. They will share ideas on implementing innovative thinking to avoid financial stagnation and find new pathways of tribal self-determination toward self-sufficiency. Continuous innovation also can be a risk management tool, especially if outreach efforts are made to prepare and encourage community members to embrace change so that it works for community betterment.

MIRAGE EVENTS CENTER C-2

SPECIAL TRACK 3: MENTOR-PROTEGE RELATIONSHIPS - Value Propositions to Mentors and Protégés. Mentors serve valuable roles for budding entrepreneurs and small businesses learning to navigate markets, build strong business relationships, develop strategies to capture new work, and become great partners and capable competitors. To foster these types of relationships in federal procurement, federal agencies, including the Small Business Administration (SBA) and the Department of Defense (DOD), authorize Mentor-Protégé Programs. The SBA recently implemented new regulations broadening its program to include all small businesses. Attend this session to learn more about these Mentor-Protégé programs, how they differ, and how they can be utilized by major contractors and their protégés.

MIRAGE EVENTS CENTER C-3

11:15 AM – 12:15 PM

BREAKOUT SESSIONS EIGHT

MIRAGE EVENTS CENTER

SPECIAL TRACK 1: FEDERAL LEGISLATIVE UPDATE - Congressional Committees Focusing on Indian Affairs. Economic development continues to be a hot topic in Washington, DC. Proposals on Infrastructure, energy and economic development, tax reform, and other major initiatives are competing for the attention of decision-makers in the Congress and the new Trump Administration. This session will provide an opportunity to hear updates and engage in discussion with the professional staff of the Committees that develop and spearhead most of the legislative measures involving tribal and other Indian Country issues, whether they move as stand-alone bills or as part of broader measures to advance business, economic, infrastructure or other development initiatives.

MIRAGE EVENTS CENTER C-1

SPECIAL TRACK 2: TECHNOLOGY INNOVATIONS - Tools and Solutions for Efficient Business Operations and Growth. This session will feature the extraordinary digital and analytical tools of Adobe, and other technology innovations that help everyone from entrepreneur to established business owners to access a range of resources, technology and business solutions that can connect to customers, scale, and conduct business more efficiently and globally. Hear also how Tribal and Alaska Native enterprises have developed successful technology and business solutions companies providing multiple services to Tribes, Tribal enterprises and other businesses.

MIRAGE EVENTS CENTER C-2

SPECIAL TRACK 3: BROADBAND & CRITICAL INFRASTRUCTURE - Connecting Native Communities and Businesses to Opportunities Near and Far. According to the Federal Communications Commission (FCC), 2016 Broadband Progress Report, more than 68% of those living on tribal lands in rural areas lack high speed broadband access. Tribal centric solutions exist for enhancing

broadband infrastructure development within tribal lands, as well as owning the facilities and regulating their operations and future development made possible by connectivity. Broadband deployment also generates significant business opportunities associated with the infrastructure build outs. Planning these projects requires engineering (electrical and civil), accounting, financing, and legal expertise in the telecom/broadband field. Once a broadband project gets funded, bids are sought from construction contractors, equipment vendors and installers. Hear from Tribal- and American Indian-owned companies with professional expertise in telecom/broadband project planning, design and build out that meet FCC standards.

MIRAGE EVENTS CENTER C-3

12:30 PM – 1:30 PM

NATIONAL CENTER LUNCHEON – LUNCH IN THE TRADESHOW

MIRAGE EVENTS CENTER

- Invocation
- Feature Speakers on SIDE Stages

1:45 PM – 3:15 PM

BREAKOUT SESSIONS NINE

MIRAGE EVENTS CENTER

SPECIAL TRACK 1: Strengthening the Business Environment in Indian Country through the Development of a Commercial Code: For more than 20 years, the Model Tribal Secured Transaction Act (MTSTA) has served as a useful template for developing a tribal legal infrastructure aimed at improving access to affordable credit and providing consistency in lending transactions on American Indian reservations. The 2017 **Revised Model Tribal Secured Transactions Act (RMTSTA)** and its supporting **Implementation Guide**, build on the MTSTA by addressing important legal developments from the past ten years. This session will discuss how commercial codes are important tools for enabling and supporting tribal economic and housing development by improving access to commercial and consumer credit, and provide an overview of the key aspects of the RMTSTA, and conclude with review of how adopting the RMTSTA fits into an overall package of pro-growth, pro-sovereignty tribal institutions.

MIRAGE EVENTS CENTER C-1

Presenter: Major Robinson

SPECIAL TRACK 2: ENERGY - TRIBAL ENERGY FINANCE - Finding the Money in a New Environment- Access to capital is a top priority of tribes in energy project development. Join lenders, investors, tribal entrepreneurs and other leading finance professionals to explore innovative funding strategies and tools for making your project a success.

MIRAGE EVENTS CENTER C-2

SPECIAL TRACK 3: Marketing your business: Building your social media presence

MIRAGE EVENTS CENTER C-3

3:15 PM – 3:30 PM

RES NETWORKING BREAK

MIRAGE EVENTS CENTER

3:30 PM - 5:00 PM

BREAKOUT SESSIONS TEN

MIRAGE EVENTS CENTER

SPECIAL TRACK 1: Session Summary: [Exciting STEM Initiatives to Develop Tribal Workforces for the Future.](#)

Changing technologies and competition for market space are altering the types of industries that Tribes enter as they seek to sustain and diversify their economies. Science, Technology, Engineering, and Mathematics (STEM) related fields are critically important to economic growth and competitive success. Attend this session to explore the initiatives of the American Indian Science and Engineering Society (AISES), especially in partnership with tribal communities and schools, to develop culturally relevant STEM programs for Native student and communities to build Tribal workforces to meet the changing technologies and industry growth segments of a future technology-based economy.

MIRAGE EVENTS CENTER C-1

Moderator: Sarah EchoHawk, AISES CEO

SPECIAL TRACK 2: Working with Fortune 1000 Companies

MIRAGE EVENTS CENTER C-2

SPECIAL TRACK 3:

MIRAGE EVENTS CENTER C-3

6:00 PM – 8:00 PM

42ND ANNUAL INDIAN PROGRESS in BUSINESS AWARDS GALA

GRAND BALLROOM

- Invocation
- Welcome
- Featured Speaker
- Awards Presentations
- Final Remarks

THURSDAY, MARCH 8TH

8:00 AM – 12:00 PM

REGISTRATION

BERMUDA A

8:00 AM – 9:00 AM

RES NETWORKING BREAKFAST

GRAND BALLROOM F

9:00 AM – 12:00 PM

AMERICAN INDIAN ART MARKET

PROMENADE

9:15 AM – 11:15 AM

CLOSING GENERAL SESSION

GRAND BALLROOM G

- Featured Panel - Reservation “Capitalism” Economic Development in Indian Country - Bob Miller, Professor
- Feature Panel
- Featured Speaker - Administrator Linda McMahon - Small Business Administration (INVITED)
- Featured Speaker - Joe Quinn - Senior Director, Walmart Public Affairs and Government Relations - Investing in American Jobs (INVITED)
- Final Remarks

11:30 AM – 12:45 PM

LUNCHEON AND GRAND FINALE GIVEAWAY.

Open To All Full Conference Attendees. Must Provide your Business Card To Enter Giveaway and Must Be Present To Win.

GRAND BALLROOM A