



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

7:30 AM **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.
TRINIDAD A & B

Presenters:

- Lori Pourier - President, First Peoples Fund
- Jeremy Staab - Program Manager, First Peoples Fund

SPECIAL SESSION 2: Key Employment and Labor Issues Affecting Tribal

Entities - As tribal entities, ANCs and NHOs continue to grow and enter into contracts and subcontracts; it is critical they understand the common concerns that affect all businesses. This session will explore labor and employment issues important to tribal corporations, ANCs and NHOs, including the Fair Labor Standards Act. In addition, the session will address the scope of 8(a) companies' waiver of tribal sovereign immunity and the effect of indemnity provisions on sovereign immunity.

JAMAICA A & B

Presenters:

- Nichole Atallah - L&E Partner, PilieroMazza Advisory Services, LLC
- Walter Featherly - Partner, Holland & Knight

SPECIAL SESSION 3: Department of Interior - Office of Indian, Energy and Economic Development -

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

Presenter:

- Charlie Sink - Director of Enterprise and Trust Services, Chugachmiut

SPECIAL SESSION 5: Contracting and Procurement - This session 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

Presenters:

- Guy Timberlake - Chief Visionary & CEO, American Small Business Coalition
- Myrna Gardner - President and CEO, 3R Products & Service
- John Shoraka - Managing Director, PilieroMazza Advisory Services, LLC

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 improve 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. Learn about the seven deadly sins to avoid as a small business owner.

ANTIGUA B

Presenters:

- Dr. Liz Ross - Native Business Consultant
- Veronica Hix - Executive Director, ONABEN

SPECIAL SESSION 2: Department of Commerce- Economic Planning with Tribes and Businesses in Indian Country – In this Department of Commerce panel session, learn about the new initiatives and programs that can help tribes pursue grant investments linked to a long-term, sustainable economic development strategy, access to capital, and contracts. Understand the importance of trademarks and branding in building business, whether as an individual, small business, collective or tribe. Information will also be presented on how to access tribal data from the U.S. Census Bureau

JAMAICA A & B

Moderator:

- Dee Alexander - Tribal Affairs Coordinator, Office of Congressional and Intergovernmental Affairs, U.S. Census Bureau, U.S. Department of Commerce

Panelists:

- Melvin Tabilas - Legislative and Intergovernmental Affairs Specialist, Minority Business Development Agency, U.S. Department of Commerce
- Wilfred Marshall - Economic Development Representative, Economic Development Administration, U.S. Department of Commerce

- Eric Coyle - Data Dissemination Specialist, U.S. Census Bureau, U.S. Department of Commerce
- Susan Anthony - Attorney Advisor, Office of Policy and International Affairs, U.S. Patent and Trademark Office

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

ST THOMAS B

Presenters:

- John Mooers - President, Blue Stone Strategy Group

SPECIAL SESSION 4: Contracting and Procurement - Financing Options for Government Contractors

- Innovation and growth comes with a cost. Whether you've been awarded a major contract or decided to grow your firm through acquisition, you need 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 Administration (SBA) 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

Presenters:

- Jackie Robinson-Burnette - Domain Expert, Government Contracting, Live Oak Bank
- John Shoraka - Managing Director, PilieroMazza Advisory Services, LLC

SPECIAL SESSION 5: Buy Indian Act and the HUBZone Program: Utilizing to

Win the Federal Government as your Customer - Learn about the interrelation of the Buy Indian Act and the HUBZone program. Gain an understanding of eligibility requirements, benefits, and certification maintenance. Identify strategies to utilize the programs to win government contracts and grow your business.

ST THOMAS A

Presenters:

- Christopher Bell - Procurement Analyst, U.S. Department of the Interior
- Barry VanOrden - Business Opportunity Specialist, U.S. Small Business Administration (SBA)

SPECIAL SESSION 6: FDIC Money Smart for Small Businesses - Money Smart for Small Business (MSSB) provides a practical introduction to topics related to

starting and managing a business. Developed jointly by the Federal Deposit Insurance Corporation (FDIC) and the U.S. Small Business Administration (SBA). Join this session to learn if owning a business is right for you.

TRINIDAD A & B

Presenters:

- Erwin Reeves - Community Affairs Specialist, Federal Deposit Insurance Corporation (FDIC)

5:00 PM - 7:00 PM

GRAND OPENING WELCOME RECEPTION

FEATURING THE BLUE MOUNTAIN TRIBE (JAZZ BAND)

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 G & H

9:00 AM - 10:15 AM

OPENING GENERAL SESSION

GRAND BALLROOM A

- Posting of Colors
- Invocation: Benny Tso - Chairman, Las Vegas Paiute Tribe
- Presenting Sponsor: Opening Welcome Presentation - Austin Tsosie, Diné Development Corp. (DDC)
- Welcome from Derrick Watchman - Chairman, Board of Directors, National Center for American Indian Enterprise Development
- Welcome from Chris James - President and CEO, National Center for American Indian Enterprise Development
- Keynote Speaker:
 - Phil Goslin, Vice President for Global Supply Chain, Lockheed Martin Rotary and Mission Systems and Chair of the Supply Chain Council
- Featured Speaker:
 - Ambassador Keith Harper, Former U.S. Representative to U.N. (INVITED)
- 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

BUY NATIVE PROCUREMENT EXPO ORIENTATION

MIRAGE EVENTS CENTER C-1

11:00 AM - 6:00 PM

BUY NATIVE PROCUREMENT MATCHMAKING EXPO

MIRAGE EVENTS CENTER C-2

10:45 AM - 12:15 PM

BREAKOUT SESSIONS THREE

Track 1: Business Development - Management - Whether we're conscious of it or not, every management decision is motivated by a desire to find answers to very specific questions. Managers and CEO who thrive their companies tend to be rational problem solvers. They have to be, due to the constant changes in their businesses. In this session we will cover topics such as, how to grow, how to find motivated employees, how to take your company to the next level, how to find customers and how to find independence in an organization. This panel of executives will discuss their challenges and successes of business.

TRINIDAD A & B

Moderator:

- Helvi Sandvik - President, Kidways, LLC

Panelists:

- Austin Tsosie - CEO, Diné Development Corp. (DDC)
- Bruce Hellen - President, Arctic IT
- Annette Hamilton - COO & Vice President, Ho-Chunk Inc.
- Gail Schubert - President & CEO, Bering Straits Native Corporation
- Gabe Komkoff - CEO, Chugach Alaska Corporation

Track 2: Economic Development - Tribal Tourism - Developing tribal tourism for the international visitor market - Since 2007, American Indian Alaska Native Tourism Association (AIANTA) has been bringing Indian Country to the world with a resulting 180% increase in overseas visitors. In this Session, AIANTA will be give 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 session 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

Presenters:

- Hannah Peterson - Development Director, American Indian Alaska Native Tourism Association (AIANTA)
- Sandra Anderson - IT & Website Development Coordinator, American Indian Alaska Native Tourism Association (AIANTA)

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

Inter-tribal and international trade for indigenous businesses looks promising as various efforts including a possible Aboriginal Chapter to the renewed North American Free Trade Agreement negotiations show promise of possible protection of traditional knowledge and security of a possible protected nation-to-nation trading relationship. As indigenous land claims continue to be settled and as tribes are seeking investment advantages such as establishing Foreign Trade Zones, there is tremendous opportunity for economic development for native peoples and for the communities and businesses with whom they come in contact. This session will explore the efforts being made to build global inter-tribal trade.

ANTIGUA A

Moderator:

- Professor Lindsay Robertson- Faculty Director, Center for the Study of American Indian Law and Policy, University of Oklahoma

Panelists:

- Wayne Garnons-Williams - President, IITIO
- Jim Collard - Director Economic Development, Citizen Potawatomi Nation
- David Nimmo - CEO, Chickasaw Industries
- Scott Freeny - Senior General Counsel, Choctaw Nation
- Michael Woods - Senior Partner, Woods Lafortune

Track 4: Technology - Technology can help small business owners leverage capital, increase sells and open international markets in smarter and more effective ways. For businesses and tribal governments, using technology is a natural progression for processes you may already have in place in your business. This session will focus on the advantages of using technology to get your business to the next level. And help suppliers grow businesses online.

JAMAICA A & B

Moderator:

- Tracy Terrill – Former Chief Digital Officer, US Small Business Administration and Former Chief Technology Office, LegalZoom

Panelists:

- Chris Massey - Head of Global Government Relations & Public Policy, Square Inc.
- Mike Block - Government Relations Manager, Alibaba Group
- Michel Pagliaro - Program Manager, IBM
- Siofra Harnett - Global Supplier Diversity & Supplier Data Manager, Google
- Mike Crabtree - SR. Enterprise Account Executive, Adobe
- Jordan Paul- Manager, Pinterest

Track 5: Tribal Enterprises - Federal Contract Opportunities Forecast - This session will feature briefings by the senior leadership responsible for small business contracting programs from various federal civilian and defense agencies. These briefings will review the agencies' missions, forecasts, and major upcoming contracting opportunities so you can position your entity for success. Additionally, key initiatives and legislation impacting federal acquisition programs will be discussed.

ST THOMAS A

Moderator:

- Patricia Luna - President & CEO, Maclovia, LLC

Panelists:

- Alice Williams - Associate Director, DoD OSD Office of Small Business Programs
- Tommy L. Marks - Director, Office of Small Business Programs, Department of the Army, U.S., Department of Defense
- Valerie L. Muck - Director, Office of Small Business Programs, Department of the Air Force, U.S Department of Defense
- Glenn Delgado - Director, Office of Small Business Programs, NASA Headquarters
- Charles R. Smith - Director, Office of Small and Disadvantaged Business Utilization, U.S. Department of Energy
- Norbert Doyle- Acting Deputy Assistant Secretary, Acquisitions and Project Management, Office of Environmental Management

12:30 PM - 1:45 PM

AMERICAN INDIAN ENTERPRISE LUNCHEON

GRAND BALLROOM A & F

- Invocation
- Lunch is served
- Keynote Speaker:
 - Michael K Robinson - IBM - Program Director, IBM Global Supplier Diversity Program

- President Jefferson Keel - President NCAI (INVITED)
- Final Remarks

2:00 PM - 3:30 PM

BREAKOUT SESSIONS FOUR

Track 6: Investment - 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

Moderator:

- Eric Trevan - Faculty Member, Evergreen State College

Panelists:

- Nate Segal - Bonini Fellow, Lilly USA
- Kurt Trevan - CEO, Gunlakes Investments
- Vince Logan - Senior Advisor, Permanens Capital
- Meagan Hill - Associate, BASE Equity Partner

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

Acquisition Process - In this highly engaging and interactive panel discussion, procurement professionals 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

Presenters:

- Marleitha Williams - Supplier Diversity Program Specialist, Board of Governors of the Federal Reserve Board
- Madelynn Orr - Program Manager, Office of Comptroller of the Currency
- Miguel Polanco - Business Activities Analyst, National Credit Union Association
- Victor Christiansen - Chief of Minority & Women Business & Diversity

Inclusion Branch, Federal Deposit Insurance Corporation

- John Moses - Security and Exchange Commission

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

The Hologram of Higher Ground: What does the “right thing” look like when it comes to ethical business practices in Indian Country? Operating a business means constantly making judgment calls: Is it black? Is it white? Is it somewhere in between? Who gets to decide? How does a business navigate toward what is “right” amid real world influencers like big bottom lines and partner or investor expectations? Using examples taken directly from Indian Country, this panel will discuss how a tribal business can and should build ethics into their operations.

ST. THOMAS A

Moderator:

- Tracey Zephier - Partner, Fredricks Peebles & Morgan, LLP

Panelists:

- Gabe Galanda - Managing Partner, Galanda Broadman, PLLC
- Troy A. Eid - Attorney & Mediator, Greenberg Traurig, LLP
- Wizipan Little Elk - CEO, Rosebud Economic Development Corporation
- Mary Kathryn Nagle - Partner, Pipestem Law

Track 9: Entrepreneurship - Start a Business or Support Your Citizen

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

Moderator:

- April Tinhorn - Owner, Tinhorn Consulting, LLC

Panelists:

- Lewis Lowe - Communications Director for Federal Affairs, Strategies 360
- Joshua Lavar Butler - President & CEO, Sandstone Public Relations
- SR Tommie - President, Redline Media Group
- Stephine Poston - CEO and Owner, Poston & Associates, LLC

3:30 PM - 3:45 PM

RES NETWORKING BREAK

MIRAGE EVENTS CENTER ROTUNDA

BREAKOUT SESSIONS FIVE

Track 10: **Business Development - Take your business to the next level -**

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.

ANTIGUA B

Moderator:

- Burton Warrington - President & CEO, Prairie Band, LLC

Panelists:

- Prairie Bighorn - Executive Director, AIBL
- Russ Seagle - Executive Director, Sequoyah Fund
- Shana Barehand - Department of Revenue Tribal Liaison, State of Washington
- Don Chapman - SVP of Federal Services, Cayuse Technologies
- Vickie Vasques - President & CEO, Tribal Tech, LLC

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

Moderator:

- Joan Timeche - Executive Director, Native Nations Institute

Panelists:

- Kip Richie - President, Greenfire Management Services, LLC
- Annette Hamilton - COO & Vice President, Ho-chunk, Inc.
- Dr. Jim Collard - Director of Planning and Economic Development, Citizen Potawatomi Nation
- Paxton Myers - Chief of Staff to the Principal Chief, Eastern Band of Cherokee Indians

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

Moderators:

- Lawrence SpottedBird - President, SpottedBird Development, LLC
- Nicole Break-of-Day Wabaunsee - Owner, Total Tribal

Panelist-

- Representative KHIND
- Representative KOTRA
- Joseph Nachar - Head of Global Supply Chain, Dual Investments
- Richard Olson - Former United States Presidential Envoy and Former Ambassador to UAE
- Terrance Nelson - Former Grand Chief, Southern Chiefs Organization
- Keith Matthews - President, Council for the Advancement for Native Development

Track 13: Technology - Being Tech Savvy: Mitigate Risk Of Insider And Cyber

Threats - The impact of a cyber-attack on your business, cannot only affect your brand, customer trust, and company moral. Cyber security goes beyond the realm of IT, and requires full attention and engagement across the business. Use technology to know your insider threats, join senior cyber security experts to hear the latest cyber security strategies and best practices that tribe, tribally owned company, ANC or business should be implementing to help mitigate risk and avoid an attack.

ANTIGUA A

Moderator:

- Jon Williams - Partner, PilieroMazza PPLC

Panelists:

- Adewale Omoniyi - Senior Managing Consultant - Cybersecurity & Blockchain Security, IBM Global Business Group
- Carlos Bivins - Sr. Program Manager- Supply Chain IT Strategy, Lockheed Martin
- Wyly Wade - CEO & President, Biometrica Systems, Inc.
- Dave Bailey - Chief Technology Officer, VP Business Development, Arctic IT

Track 14: Infrastructure -

JAMAICA A & B

5:30 PM - 7:30 PM

RES LAS VEGAS 2018 BUSINESS TRADE SHOW – RIBBON CUTTING AND

OPENING RECEPTION

**FEATURING GARY FARMER AND THE TROUBLEMAKERS & BRIAN YAZZIE,
MAGICIAN**

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 G & H

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: Lockheed Martin F-35: How to become a partner on the F-

35 Program - F-35 Program teammates - Lockheed Martin, Northrop

Grumman, and BAE will be in attendance to answer questions from

prospective partners regarding subcontracting opportunities. This session will offer valuable insight into the procurement process.

MIRAGE EVENTS CENTER C-1

Presenters:

- Alex Castro - F-35 Program Subcontract Administrator, Lockheed Martin Aeronautics
- Emma J. Stevens - F-35 Small Business Program Lead, Lockheed Martin Aeronautics
- Vicky Harper-Hall - Aerospace Systems- Sector Manager, Northrop Grumman
- Paul Lee - Supplier Diversity Officer, Northrop Grumman
- Steve Lime - Manager of Small Business Program Office, BAE Systems

SPECIAL TRACK 2: Energy - Continuing Benefits Agreements - Department of Energy

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

Presenters:

- Chris James - President/CEO, National Center for American Indian Enterprise Development
- Jackie Johnson Pata - Executive Director, National Congress of American Indians (NCAI)
- Tina Danforth - President, Native American Financial Officers Association (NAFOA)
- Jason Giles - Business Manager, National Indian Gaming Association (NIGA)
- Michael Anderson - Executive Director, Native American Contractors Association (NACA)
- Sherry Rupert - President, Board of Directors, American Indian Alaska Native Tourism Association (AIANTA), and Executive Director, State of Nevada Indian Commission
- Julie Kitka - President, Alaska Federation of Natives

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. Panelists 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

Presenters:

- Ken Parsons - Senior Counsel, Holland & Knight
- James Meggesto - Partner, Holland & Knight
- Pete Hahn - Treasurer, Seminole Tribe
- Michelle Carr - Attorney General, Sycuan Band of Kumeyaay Nation
- Denis Walsh - Attorney General, Rincon Band of Mission Indians

SPECIAL TRACK 2: 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. Hear from experts 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.

MIRAGE EVENTS CENTER C-2

Moderator:

- Raina Thiele - Founder, Thiele Strategies, LLC

Panelists:

- Hilary Tompkins - Partner, Hogan Lovells
- Clara Pratte - Chief of Staff, Navajo National Office of the President & Vice President

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 U.S. Small Business Administration (SBA) and the U.S. Department of Defense, 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

Moderator:

- John Shoraka- Managing Director, PilieroMazza Advisory Services, LLC

Panelists:

- John Klein - Associate General Counsel for Procurement Law, US Small Business Administration
- Robert Tompkins - Partner, Holland & Knight LLP
- Christine Williams - Founder, Outlook Law, LLC

- Jackie Robinson-Burnette - Domain Expert, Government Contracting, Live Oak Bank

11:15 AM - 12:15 AM

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, D.C. Proposals on infrastructure, energy and economic development, 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, and other technology innovations that help everyone from entrepreneurs 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. Also hear 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

Presenters:

- Mike Crabtree - SR. Enterprise Account Executive, Adobe
- Billy Nerenburg - CEO, Cayuse Technologies, LLC
- Dave Bailey - Chief Technology Officer, VP Business Development, Arctic IT
- John Acres- CEO & Founder, Acres 4.0

SPECIAL TRACK 3: Transforming Tribal Communities through Shared Services - Shared services can be a critical means to transforming government organizations to deliver services faster, better and more cost-effectively. Shared services can help organizations achieve operational efficiencies, mitigate resource constraints, avoid duplication, modernize legacy IT and restore focus on core missions or services. This session will provide an

overview of shared services and its capabilities and innovative technologies (cognitive and robotic automation, cloud, etc.) and discuss opportunities for Tribal governments and businesses to use the shared services model to spur economic development.

MIRAGE EVENTS CENTER C-3

Presenters:

- Jennifer Walcott - Principal, Deloitte Consulting

SPECIAL TRACK 4: Powering Up from the Ground Up - Are you considering starting a business from the ground up? Learn the basics of raising a business from start to finish. Small business experts will address questions, even the ones you were afraid to ask. What resources and tools are available to small business owners, what were lessons learned, how do you grow a business.

ST. THOMAS A

Moderator:

- Margo Gray - President, Margo Gray and Associates

Panelists:

- Jason Lambert - Owner, JL Strategic Solutions, LLC
- Cory Blankenship - Secretary of Treasury, Eastern Band of Cherokee Indians
- Bryan Small - CEO, Small Consulting Group, LLC
- Mitchell Hicks - President, Chief Strategy Group Inc.

SPECIAL TRACK 5: Small Business Research Innovation - Department of the Energy

ST. THOMAS B

SPECIAL TRACK 6: Challenges, Choices, and Champions in Government

Contracting- Native Enterprises engaged in government contracting create economic development for their communities. More often, it is a path full of challenges and choices that need to be made. What business line and why? Why Native 8(a)? Why not HUBZone? Why a holding company, or why not? What is Buy Indian and what is the Indian Incentive Program? Why should I consider mergers and acquisitions, and when? There are Champions who have walked this path successfully – who have been knocked down and got back up to continue serving their communities. You will hear their real stories at this panel – and be able to take back lessons they learned from Life’s Best Teacher -- experience.

ANTIGUA A

Moderator:

- Michael “Keawe” Anderson- Executive Director, Native American Contractors Association (NACA)

12:30 PM - 1:30 PM

NATIONAL CENTER LUNCHEON - LUNCH IN THE TRADESHOW

MIRAGE EVENTS CENTER

- Invocation
- Feature Speakers on Trade Show Stage

1:45 PM - 3:15 PM

BREAKOUT SESSIONS NINE

MIRAGE EVENTS CENTER

SPECIAL TRACK 1: ENERGY - [Small Business Innovation Research - Department of Energy](#)

MIRAGE EVENTS CENTER C-1

SPECIAL TRACK 2: [Working with California Utilities](#)-In this session, supplier diversity experts will discuss how to do business with a regulated utility companies in California. They will explain the certification process and their individual company registration process, areas served and available service/procurement opportunities.

MIRAGE EVENTS CENTER C-2

SPECIAL TRACK 3: [Northrop Grumman Mentor Protégé](#)

MIRAGE EVENTS CENTER C-3

SPECIAL TRACK 4: [Nike N7 Fund](#) - The N7 Fund is committed to creating early positive experiences in sport and physical activity for Native American and Aboriginal youth in North America. Organizations that support Native American and Aboriginal communities through sport and physical activity programming for youth can apply. The next grant cycle will open in the Fall of 2018.

JAMAICA A & B

Moderator:

- Charles Galbraith - Partner, Kilpatrick Townsend & Stockton, LLP

Panelists:

- Sam McCracken - General Manager N7 Programs, Nike
- Michell Hicks - President, Chief Strategy Group Inc.
- Julie Garreau- Executive Director, Cheyenne River Youth Project

3:15 PM - 3:30 PM

RES NETWORKING BREAK

MIRAGE EVENTS CENTER

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 - CEO, American Indian Science and Engineering Society (AISES)

Panelists:

- John Lewis - Chairman, Board of Directors, Gila River Indian Community Utility Authority
- Barney B.J. Enos - Council Representative Gila River Tribal Community/AISES Board of Directors
- Alicia Jacobs - Special Initiatives Director- Jones-Bowman Leadership Program, Eastern Band of Cherokee
- Tracy Monteith - Sr. Software Engineer, Microsoft

SPECIAL TRACK 2: [Edison Electric Institute's \(EEI\) Business Diversity Program](#) -

EEI members provide electricity for about 220 million Americans, and operate in all 50 states and the District of Columbia. The program coordinates the association's investor-owned electric company's business diversity efforts by assisting diverse suppliers to build strong and beneficial relationships with member utilities. The electric utility marketplace represents significant opportunities for diverse businesses that focus on safety, sustainability and efficiency; individual member utilities can annually contract anywhere from several billion dollars to hundreds of millions with local and national diverse businesses that provide goods and services that allow their clients to provide smarter, cleaner and more resilient energy to its energy customers.

MIRAGE EVENTS CENTER C-2

SPECIAL TRACK 3: Managing Fraud - The business owner or tribes role in managing Fraud - The Association of Certified Fraud Examiners estimates organizations lose 5% of their revenue to occupational fraud each year. This session will serve as an introduction to various employee theft schemes commonly encountered in the workplace, and alert you to red flags to be on the watch for. We will also discuss the role of leadership in promoting an effective fraud prevention program.

MIRAGE EVENTS CENTER C-3

Presenters:

- Tim Tribe - Principal, REDW

SPECIAL TRACK 4: Promoting Business Diversification as a Tribal Economic Development Strategy - This session will review data on the industrial composition of reservation 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. This session also will also 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 RMSTA fits into an overall package of pro-growth, pro-sovereignty tribal institutions.

ST. THOMAS A

Presenters:

- Dick Todd - Vice President and Advisor to the CICD, Federal Bank of Minneapolis

SPECIAL TRACK 5: Section 17 Part II: Advanced Working Group – Department of Interior Roundtable: How Do We Improve the Process and Strengthen the Legal Protections- In the morning session "Section 17: Part I" we covered the basics and benefits of Section 17 Corporations. This will be an advanced working session for tribes, tribal corporations, lawyers, and others to provide feedback to each other and the U.S. Department of Interior about the specific challenges of the Charter application process (the inconsistencies, wait time, etc.) and the practical impediments of operating a Section 17 (inter-tribal Section 17s, JVs, structuring and protection subsidiaries, tax issues, etc.). The goal is to provide DOI with specific input on how to streamline the process, strengthen Section 17s, and develop "best practices" to better empower economic development in Indian Country. This is designed as an interactive

working group with attendee participation and input, so please come prepared with thoughts and recommendations.

ST. THOMAS B

SPECIAL TRACK 6: FINANCE PANEL

JAMAICA A & B

6:00 PM - 8:00 PM

**42ND ANNUAL INDIAN PROGRESS in BUSINESS (INPRO) AWARDS GALA
FEATURING LEVI & THE PLATEROS (BAND)**

GRAND BALLROOM

- Welcome
- 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:
 - Moderator:
 - Bob Miller- Professor, Reservation “Capitalism” Economic Development in Indian Country
 - Panelists-
 - Annie Donovan- Director, CDFI Fund- Department of Treasury
 - Chris Garcia- Acting National Director, Minority Business Development Agency (MBDA) (INVITED)
 - Jonodev Chaudhuri- Chairman, National Indian Gaming Commission
- Featured Speaker:
 - Louie Gong- Founder, Eighth Generation

- Feature Panel: Tribal Leaders speak economic and business development
 - Rocky Barrett - Chairman, Citizen Potawatomi Nation (INVITED)
 - Kirk Francis - Chief, Penobscot Indian Nation (INVITED)
 - Stephen Lewis - Governor, Gila River Indian Community
 - Mark Fox - Chairman, Three Affiliated Tribes
 - Richard Sneed Jr. - Principal Chief, Eastern Band of Cherokee Indians (INVITED)
 - Shelley Buck - President, Prairie Island Tribe
- Featured Speaker:
 - Joe Quinn - Senior Director, Walmart Public Affairs and Government Relations - Investing in American Jobs
- 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