

 **NATIVE NATION EVENTS**

*Third Annual*  
**Tribal Financial  
Management  
Symposium**

**December 3<sup>rd</sup>-4<sup>th</sup>, 2015**

**The Westin Mission Hills Golf Resort & Spa  
Palm Springs, CA**

# Thursday, December 3<sup>rd</sup>

7:45-8:45 AM Conference Registration & Breakfast

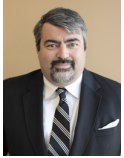
## BLACKROCK®

8:45-8:50 AM Welcoming Remarks

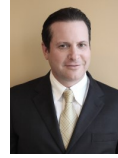


Justin O'Connor  
*President*  
Native Nation Events

8:50-9:00 AM Conference Co-Chair Remarks



Hans Maentz  
*Private Wealth Advisor*  
*Native American Investment Group*  
Morgan Stanley Private Wealth  
Management



Bernard Machlovitch  
*Private Wealth Advisor*  
*Native American Investment Group*  
Morgan Stanley Private Wealth  
Management

9:00-9:45 AM Keynote Speaker



Anthony Scaramucci  
*Founder & Co-Managing Partner*  
SkyBridge Capital

9:45-10:45 AM Minor's Trust Funds

- Best practices for the transition and set-up of a minor's trust program
- Taxation of per capita
- Minor's trust contributions and the conflict with SSA payments—new updates
- Incorporating financial literacy into a minor's trust program
- Effective early distribution policies – allowing early distributions that can really benefit the youth

### Moderator:



Samuel L. Fuller, Sr.  
*Senior Vice President*  
Providence First  
Trust Company

### Presenters:



Eugene W. Magnuson  
*Treasurer*  
Pokagon Band of  
Potawatomi Indians

Fred Lamble  
*Financial Advisor*  
Pokagon Band of  
Potawatomi Indians

MarySue Femath  
*Tribal Empowerment*  
*Assistant Director*  
Ysleta del Sur Pueblo

10:45-11:15 AM Morning Break



# Thursday, December 3<sup>rd</sup>

## 11:15-12:15 PM An Update on Financing in Indian Country

- Bank vs. bond
- Boutique vs. major bank
- Tax credits available
- Debt restructuring
- Structuring capital for your project
- Collateral considerations
- Terms best suited for your government

### Moderator:



Hans Maentz  
*Private Wealth Advisor*  
*Native American Investment Group*  
Morgan Stanley Private Wealth  
Management

### Presenters:



Jim Snead  
*Chief Financial Officer*  
Tachi Palace Hotel and Casino



Philip Youn  
*Vice President*  
Morgan Stanley

## 12:15-1:15 PM Lunch



## 1:15-2:00 PM Investing in Alternative Investments

- Definition and types of non-liquid investments
- Risk vs. reward
- How are “alternative” mutual funds delivering the same benefits as illiquid alternatives
- Do alternatives provide a smoother ride?
- Correlation/risk reductions of portfolios

### Presenter:



Bruce Garratt  
*Senior Vice President, Director*  
AB Investments

## 2:00-2:45 PM Global Interest Rates and Positioning Bond Portfolios

- Update on global/GDP growth
- How are central banks influencing interest rates?
- Where do we go from here?

### Presenter:



Thomas J. Marthaler, CFA  
*Portfolio Manager Strategic Income*  
Neuberger Berman

# Thursday, December 3<sup>rd</sup>

2:45-3:15 PM

Afternoon Break



3:15-4:00 PM

**What to Consider Prior to Deciding on Investing in the Marijuana Industry**

- Legal hurdles
- Creating a solid business plan
- Deciding which industry professionals to work with
- Proper funding mechanisms
- Entering into the industry
- State vs. Federal laws
- Update on the Department of Justice's "Cole Memorandum"
- Negotiating a marijuana compact
- Washington State update

**Moderator:**

**Presenter:**



Demetri Downing  
*Principal*  
Scythian Solutions



Barre Hamp  
*Founder & Chief Executive Officer*  
Barre Consulting LLC

4:00-4:45 PM

**Investing in Illiquid Private Equity**

- Direct investments by tribes vs. investing alongside institution in private equity funds
- Why is locking up money worthwhile?
- How does long term investing tend to deliver higher returns?
- Are there advantages for tribes to own businesses directly vs. through a fund?

**Moderator:**

**Presenters:**



Hans Maentz  
*Private Wealth Advisor*  
*Native American Investment Group*  
Morgan Stanley Private Wealth  
Management



Steve Garwood  
*Chief Financial Officer*  
Morongo Band of Mission Indians



Katie Breen, CAIA  
*Alternative Investment Specialist*  
Morgan Stanley Alternative Investment Partners

4:45 PM

Day One Adjourns

5:30 PM

**Thursday Night Football Reception - Green Bay Packers vs. Detroit Lions**

# Friday, December 4<sup>th</sup>

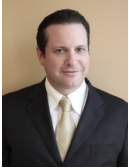
7:45-8:45 AM **Conference Registration & Breakfast**



8:45-9:45 AM **Understanding Risk while Creating an Effective Investment Policy that fits your Tribe's Goals**

- Appetite for risk vs. reward
- Long term vs. short term investment options
- Sustained growth & stability
- Tribe's core values
- Tribe's demographics
- Where to start to create a plan
- Managing member's expectations
- Getting the right team of professionals together

**Moderator:**



Bernard Machlovitch  
*Private Wealth Advisor*  
*Native American Investment Group*  
Morgan Stanley Private Wealth Management

**Presenters:**



Anthony Falcon  
*Investment Officer*  
Ho-Chunk Nation



Leilani Marquiss  
*Director of Finance*  
Valley View Casino & Hotel



Dr. Gavin Clarkson  
*Associate Professor*  
New Mexico State University  
Department of Finance



Steve Garwood  
*Chief Financial Officer*  
Morongo Band of Mission Indians

9:45-10:30 AM **Best Practices and Newest Trends in Retirement Plans**

- 3(38)
- Fund revenue equalization
- Fee benchmarking
- Auto features

**Presenters:**



Chris Venuti, CIMA  
*Senior Vice President*  
*Institutional Consulting Director*  
Morgan Stanley Graystone Consulting



Marc Roggenkamp, CFA  
*Senior Vice President*  
*Investments / Institutional Consulting Director*  
Morgan Stanley Graystone Consulting

# Friday, December 4<sup>th</sup>

10:30-10:45 AM Coffee Refresh

## GUGGENHEIM

10:45-11:15 AM Investing in High Yield Credit

- Often excluded from tribal investment policies—is this sector of the bond market worth reconsideration
- Can high yield bonds provide attractive returns with less volatility than equities?
- What are actual default trends?
- Update on energy credits

**Presenter:**



Craig Blessing, CFA  
*Managing Director*  
*Leveraged Finance Product Strategy Team*  
BlackRock

11:15-12:00 PM Global Macro Economics & Geopolitical Events

- Improving fundamentals in the U.S., isolated from global contagion
- Emerging market weakness led by China
- Oil price weakness unlikely to rebound quickly
- Navigating a path out of QE in the U.S.
- Rest of the world still implementing accommodative monetary policy

**Presenter:**



Anne N. Mathias, CFA  
*Managing Director*  
*Senior Macro Strategist*  
Guggenheim Investments

12:00-12:45 PM 401K Plans

- Advantages of employer retirement plans
- Retirement gap
- Types of employer sponsored retirement plans
- Retirement planning obstacles
- Control your costs

**Moderator:**



James Scheinberg, CIMA, AIFA, PRP  
*Managing Partner, Founder & CIO*  
North Pier Fiduciary Management, LLC

**Presenter:**



Jim Snead  
*Chief Financial Officer*  
Tachi Palace Hotel and Casino

12:45 PM Symposium Adjourns