



Sixth
**Native American
Cannabis & Hemp
Conference**

June 14th-15th, 2021

Pechanga Resort & Casino

Temecula, CA

Sign-up sheets for One-on-One Meetings will be made available at the registration desk.

Delegates are encouraged to meet with our sponsors and exhibitors for one-on-one meetings throughout the event in a designated area. Sign-up sheets will be available starting on Monday, June 14th at the registration desk for you to schedule a time to meet. This is a perfect time to execute what you learn throughout the day so come prepared with questions. These meetings are completely voluntary and for all delegates who participate in a minimum of two (2) one-on-one meetings, **you will be entered into a raffle drawing where two winners will receive a \$100 gift card!**

7:30-8:30 AM

Registration & Networking Breakfast



8:30-8:45 AM

Welcoming Remarks



Justin O'Connor
President
Native Nation Events

General Session

8:45-10:15 AM

Coronavirus in Indian Country Roundtable

- The Coronavirus (COVID-19) global pandemic has affected the entire world and almost every industry. What has been the specific impact on Indian Country?
- How have Tribal leaders and executives addressed the outbreak? It was incredibly important to raise public awareness and to plan and prepare for the spread of the virus in your region.
- Do you have BCP (Business Continuity Plans) in place in cases of national disruptions like COVID-19?
- How have tribes in remote parts of the country with limited access to basic resources handled the pandemic?
- What responses and procedures were put in place? Preparedness Teams, travel bans, closures, declaration of a state of emergency, etc.
- Federal funding is needed for prevention and response efforts and to provide medical supplies and testing kits. How was it ensured that tribal leaders and urban Indian health departments were not left out of the conversation to combat the coronavirus?
- For the first time, Congress had set aside money in these kinds of cases just to combat a health problem in Indian Country.
- How do we even begin to discuss the economic impact of this pandemic and mitigate future losses?
- The closure of casinos means that some tribal governments have lost their primary source of revenue. American Indian casinos employ a combined 700,000-plus people directly and indirectly and generated over \$37 billion in 2017, making them the largest segment of the U.S. gaming industry.

10:15-10:45 AM

Morning Networking Break

General Sessions

10:45-11:45 AM

Keynote Presentation: The Leader Within

This motivational leadership message will empower you to motivate and inspire others to outperform themselves. In this energizing talk, you will discover the importance of Working Together, Struggling Together and Achieving Together. Kendal presents effective leadership strategies he developed from a kid who changed his life through sports to building an award-winning business while employing over 100 staff as CEO. Kendal empowers audiences to remember what it takes to activate The Leader Within!

Attendees will gain:

- How ONE person can change an organization.
- Gain deep insights into the habits of successful leaders.
- Developing a high performance team built on trust & transparency.
- Understand how leaders impact change at work & outside of work.
- Discover the 3 secrets leaders use to grow high performance teams that get results.

Presenter:



Kendal Netmaker
Leading Entrepreneur & Speaker
Netmaker Enterprises Corp.
Sweetgrass First Nation

11:45-12:30 PM

Cannabis Post 2020 Election - What Are You Doing Now to Prepare?

Tom Rodgers of Carlyle Consulting who is viewed as a national cannabis policy strategist and assembled the very first national cannabis revenue and tax study, which has historically been utilized by the United States Congress, will discuss the triad of post 2020 cannabis public policy – research, public health concerns and the need for governmental revenue. What is Indian Country doing, and what should it be doing, to protect itself in this emerging market?

Presenter:



Tom Rodgers
Principal
Carlyle Consulting

12:30-1:30 PM

Networking Lunch

Cannabis & Hemp General Sessions

1:30-2:30 PM

Tribal Cannabis & Hemp Industry - Legislative Update

- What are the potential opportunities for tribes in cannabis under current laws and proposed federal legislation? What effect will the results of the 2020 election have?
- The 2020 election results were very positive for the cannabis industry. Voters approved new markets in five more states that could generate more than \$2.5 billion in medical and recreational cannabis sales a year by 2024.
- Does Democrats taking control of the U.S. Senate brighten the outlook for cannabis reform?
- Discuss bills that have been introduced in Congress and what it will take to get them to the President's desk. When will Congress pass major cannabis legislation now that the presidential election is over?
- The Marijuana Opportunity, Reinvestment, and Expungement (MORE) Act, which would remove cannabis from the Controlled Substances Act, was passed in a groundbreaking vote by the House of Representatives in December.
- SAFE Act has passed the House in 2019. This law would create protections for depository institutions that provide financial services to cannabis-related businesses and service providers, and for other purposes.
- How has the COVID-19 pandemic affected cannabis legislation? The pandemic has stalled legalization and reform efforts as state and federal lawmakers deal with pressing public-health and economic issues.
- Does the federal government benefit from keeping cannabis illegal? Cannabis is taxed 2x (up to 70%) including federal tax. Under the 280E bill, states generate more income by keeping cannabis illegal.
- Medical cannabis is the next surge, and several states are looking to legalize medical cannabis.
- What's next when it comes to new laws and legislation?

Cannabis & Hemp General Session

2:30-3:30 PM **Success Stories Roundtable: Lessons Learned from Tribes who Actively Participate in the Industry**

- Hear from Tribal Leaders who have worked in the cannabis or hemp industry and discover what worked, what didn't, and what you can do to create a successful, profitable operation.
- Discuss the factors to consider in evaluating whether this is a good fit for your tribe, including market considerations, economic climate, tribal resources, and state and federal laws impacting tribal entry into cannabis markets.
- What are the necessary steps for acquiring a cannabis license?
- Discover how to create a proper business plan to ensure your project's success.
- How do you decide which industry professionals to work with?
- It's important to make sure that your leaders, members and the community as a whole are well-informed of the potential benefits and consequences associated with this process.
- Discuss the results other tribes have seen. Has there been increases in crime or addiction since entering the industry? Is the project bringing in revenue?
- Is it realistic that a tribe will be able to maintain a sense of sovereignty while entering into the cannabis industry with potential involvement from local, state and federal governments?

Presenter:



Darrell Seki
Chairman
Red Lake Band of Chippewa Indians

3:30-4:00 PM

Afternoon Networking Break

Cannabis & Hemp General Session

4:00-5:00 PM **Hemp Opportunities: What Does the Future Look Like for Tribes and Tribal Entities?**

- With voters approving new cannabis markets in multiple states in the 2020 election, what impact could this have on the future of the hemp industry?
- In December 2018, President Trump signed the \$867 billion Farm Bill into law which legalizes cannabis plants with no more than 0.3% THC and allows hemp production on tribal land.
- President Trump is also requesting additional funds to regulate CBD and hemp under a 2021 budget plan.
- Discuss the opportunities for tribes in the hemp industry. How do you develop a Tribal Plan? What are the Tribal hemp opportunities without a Tribal Plan?
- CNBC reported that the hemp industry could be worth an astonishing \$20 billion by 2022.
- There are numerous health, environmental and economic uses of hemp, and industrial hemp is cultivated for use in the production of a wide range of products.
- What challenges or hurdles still exist with the production of hemp?
- What new and specific regulations and investment opportunities could tribes be affected by?
- Federal and State authorities give their insight into regulatory aspects that impose on tribal law.
- Proposed use of Hemp in the making of military material, and how to bid for government contracts.
- COVID-19 caused hemp farming disruptions this year. What kind of operational changes have to be made to adapt to hemp production?
- With anxiety levels higher in Americans in 2020, the hemp and CBD industry is becoming more popular as 20% of consumers are using more CBD products as a direct result of the COVID-19 pandemic, according to a June study by Chicago-based Aclara Research.

Presenter:



Rodney Bordeaux
President
Rosebud Sioux Tribe

5:00 PM

Monday's Sessions Conclude

7:30-8:30 AM

Registration & Networking Breakfast

Cannabis & Hemp General Sessions

8:30-9:30 AM

A New Regulatory Climate – How to Be Successful & Protect Your Tribe & Operation

- Discuss the most current information regarding the legal, regulatory and audit issues impacting cannabis and hemp businesses both on and off tribal lands.
- Experts will share their knowledge on how to avoid legal intervention, lawsuits, criminal offenses and other hurdles that can slow success.
- How do you successfully enter the industry and avoid the pitfalls from the federal, state or local governments?
- Discover if it benefits you to negotiate a cannabis compact and work with your state to develop regulations together.
- It is imperative that tribal enterprises and governments do what they need to to stay compliant in such a complex industry without giving up sovereignty.
- What other risk management factors do you need to take into account?

9:30-10:15 AM

Banking Regulatory Issues & Cannabis Industry Financing

- Banking access and compliance continues to be an issue for the cannabis industry.
- Discuss the legal and banking challenges impacting Tribal governments and enterprises that engage in cannabis cultivation.
- With the federal government still considering cannabis illegal as defined by the Controlled Substances Act as a Schedule 1 drug, traditional bank regulators either don't accept or shut-down these business accounts and decline to give loans.
- The Secure And Fair Enforcement (SAFE) Banking Act, which would enable banks to offer loans and other banking services to cannabis businesses including contractors and vendors who never touch the plant, was approved in September by the full House. Could this banking reform advance through the Senate now that is Democrat controlled? Has it been stalled because of the COVID-19 pandemic?
- How would a solution to the banking challenges make cannabis businesses safer and better regulated and communities better protected?
- What are the banking regulations that surround tribes?
- What financial advisors are saying about being involved in the Cannabis and Hemp industry.

Presenter:



Jeremy Wilson
Government Affairs Liaison
Eastern Band of Cherokee Indians
Vice-Chairman
Eastern Band of Cherokee Indians Cannabis Commission

10:15-10:45 AM

Morning Networking Break

Cannabis & Hemp General Session

10:45-11:30 AM **Cannabis as Botanical Medicine – Healthcare Solutions to Enhance Tribal Community Wellness**

- The Puyallup Tribe of Indians owns and operates Qwibil Natural Healing and Research Center, and their vision is “to enhance tribal community wellness with respectful use of cannabis as botanical medicine.”
- Their goals are to provide professional guidance to patients on their path towards wellness through use of botanical medicines, including cannabis.
 - ◊ Qwibil Natural Healing Clinic patients & services.
 - ◊ Nature Plus Pharmacy
- To Educate the Community on the benefits of cannabis as medicine.
 - ◊ Workshops, seminars including to providers for CME’s.
 - ◊ Presentation to Elders’ groups, etc.
 - ◊ Brochures and social media about Qwibil and CBD Products.
- To conduct research on medical benefits, product development, and community impacts on cannabis as medicine.
 - ◊ 1st research results on WSU Partnership in Opioid/ Addiction Research
 - ◊ Proposed partnership with UW on Cancer Research.

Presenters:



Marjorie Matheson
Executive Director for Economic Development Projects
Puyallup Tribe of Indians
Acting CEO
Qwibil, Inc.



Dr. Alan Shelton
Medical Director
Puyallup Tribe of Indians

Cannabis & Hemp General Session

11:30-12:30 PM

Your Operation is Up & Running, What's Next?

- It's important to understand the terminology, tools and technology needed depending on the type of enterprise you choose to invest in.
- What are the different options and methods to growing your crop?
- Since COVID-19, sales have plummeted for flower but are skyrocketing for edibles. What does this mean for your future plans?
- Is curbside pickup a thing of the future?
- How to you ensure your operation is properly licensed and following current regulations.
- How did the vaping crisis affect the cannabis industry and the focus on technology, testing and transparency?
- Experts will discuss what you need to know when it comes to branding your product, distribution, security, labor, regulations, packing, labeling, advertising, etc.
- Discuss what sells and what the latest market trends are.
- Who is your target market, and how to package your business to bring in maximum revenue.
- How are new safety regulations resulting from the COVID-19 pandemic, such as social distancing and sanitation practices, affecting your operation?

12:30 PM

Cannabis & Hemp Conference Concludes

12:30 PM

EXHIBITOR RAFFLE DRAWING

Followed by

GRAND PRIZE DRAWING

*****Winners must be Present to Win*****