14th Annual
Native American
Economic Development Conference

June 14th-15th, 2021
Harrah’s Resort Southern California
Valley Center, CA
Monday, June 14th

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
Monday, June 14th

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? What has been the economic impact?
• How did Tribal leaders and executives addressed the outbreak?
• Do you have BCP (Business Continuity Plans) in place in cases of national disruptions like COVID-19?
• What responses and procedures were put in place? Preparedness Teams, travel bans, closures, declaration of a state of emergency, etc.
• Federal funding and assistance is needed for prevention and response efforts and to provide medical supplies, testing kits and vaccine supply. 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 to combat a health problem in Indian Country. President Biden’s American Rescue Plan includes the largest ever one-time federal investment in Indian Country, with $20 billion in direct aid to tribal governments and another $11 billion set aside for federal Indian programs.
• The closure of casinos meant that some tribal governments lost their primary source of revenue. American Indian casinos employ thousands of people and generated over $37 billion in 2017, making them the largest segment of the U.S. gaming industry.
• Has your Tribal leadership team come up with a plan for if something like this were to ever happen again?

Moderator:

James Klas  
*Founder and Principal*  
KlasRobinson, Q.E.D.

Presenters:

Kari Stout-Smith  
*General Manager & Chief Operating Officer*  
Cache Creek Casino Resort

Dana Carey  
*Emergency Preparedness Program Supervisor*  
Yolo County Office of Emergency Services

John Sun  
*Vice President Indian Health Service & Rural Health*  
Philips

10:15-10:45 AM  Morning Networking Break
Monday, June 14th

General Sessions

10:45-11:45 AM  The Fascinating Never Ending Curious Game You’re In - YOU. Vs YOU

- Daily Pre-game non-negotiable routines that you need to install before tough games.
- The locked in lens that gives you sustainability and power over uncertainty and uncharted times.
- The secret sauce that makes your burger win the iron chef award.
- Dragons, Dark caves and Demons you’ll graciously encounter on your roads less traveled.
- The last lecture, a trip to hell and “Coach, Coach when can we give up”?

Presenter:  Jim Stroker
Coach
Native Nation Events

11:45-12:30 PM  Washington DC Update

- Hear the latest updates out of Washington DC that will affect tribes and be the most impactful this calendar year.
- Discuss topic areas such as infrastructure, energy, climate change, the environment, missing indigenous women, voting rights, cannabis and hemp, and more.
- A discussion of the new administration and congressional players on policy.
- Together these issues and the new public policy makers who will direct them under President Biden’s administration will represent a clear break from the previous administration’s policies.

Presenter:  Tom Rodgers
Principal
Carlyle Consulting

12:30-1:30 PM  Networking Lunch
1:30 PM

Economic Development General Sessions

1:30-1:45 PM

Conference Co-Chair Remarks

Brandon Valentini, CPA
Partner
Moss Adams

Dennis Johnson
Chief Investment Officer
Ho-Chunk, Inc.

1:45-2:45 PM

Building A Master Plan & Strategic Planning — The Road to Successful Economic Development Projects

- Discuss how to create sound business strategies to greatly improve the chances of successful economic development projects. How has the COVID-19 pandemic changed planning strategies?
- What are the various components and their importance within a master plan, and how this can save a tribe money on future projects, expansions and financings?
- Understand the typical pitfalls and discuss best practices to apply in the process of moving from strategic planning to implementation.
- Tribal leaders need to think of projects that will lead to a sustainable community for their members to thrive. Relying on gaming may no longer be the best approach, especially after seeing the economic impact of forced casino closures.
- Discuss the need to keep your tribal community informed and engaged in the planning process.
- Once a business is up and running, ongoing planning is just as important and can be used to make sure you’re achieving your objectives and identify how you want your business to grow. This proved especially critical during the COVID-19 pandemic.

Presenters:

Jason Lambert
Chairman of the Board of Directors
Twelve Clans Inc.

Dennis Johnson
Chief Investment Officer
Ho-Chunk, Inc.

Nick Schoenfeldt
Vice President & Principal
TBE Architects

2:45-3:15 PM

Afternoon Networking Break
Economic Development General Sessions

3:15-4:15 PM The Importance of Diversification & Non-Gaming Economic Development Projects in Today’s World

- It was proven during the COVID-19 pandemic that diversification is key. With the closure of Tribal casinos for weeks to months, did you have any other sources of revenue? What opportunities exist for non-gaming tribes?
- The pandemic has also showed the shortfalls of rainy day funds.
- Unlike state, county and local governments, which can collect taxes, tribal governments use business operations to raise revenues for their communities, making successful economic developments critical for tribal nations.
- Tribally owned businesses are faced with the challenge of coming up with a unique vision that sets them apart from the rest to ensure economic success for their tribe.
- Understand the importance around due diligence and pre-acquisition steps as a critical component of diversification.
- Examples of how other tribes expanded their economies — Tribal lending entities, cannabis or hemp projects, RV parks, Tribally-owned distillery and Tribal Beverage Networks, etc.

Presenters:

Marshall Pierite
Chairman
Tunica-Biloxi Tribe of Louisiana
Board President
Mobiloans

Joseph Nayquonabe
Chief Executive Officer
Mille Lacs Corporate Ventures

Dennis Johnson
Chief Investment Officer
Ho-Chunk, Inc.

4:15-5:00 PM Construction Audits & Cybersecurity – Managing & Protecting Your Major Assets

- Common construction program exposures and cost implications.
- Best practices for addressing constructing program exposures.
- Approaches for monitoring labor, equipment, and change orders.
- Common cybersecurity threats and risks that can impact construction projects.
- Mitigating controls and approaches to reducing cybersecurity risk.
- Best practices to protect network assets and sensitive data and controls needed to respond and recover from a cyber-related security incident.

Presenters:

Troy Hawes
Senior Director, Cybersecurity Practice
Moss Adams

Steve Bacchetti, CPA CIA CCA
Director
Moss Adams

5:00 PM Monday’s Sessions Conclude
Tuesday, June 15th

7:30-8:30 AM
Registration & Networking Breakfast

Economic Development General Sessions

8:30-9:30 AM
Funding Projects & Filling Financing Gaps to Move Economic Development Forward

- What barriers to capital and credit access exist that can result in substantially lower levels of capital investment in native communities than in the rest of the U.S.?
- With various traditional and non-traditional financing mechanisms available, how does a tribe go about creating an optimal financial package that fits their needs and project scope?
- New Markets Tax Credits are a flexible financing tool for Indian Country economic development projects. Discuss the NMTC program and how to best position your project to receive these credits.
- The NMTC program incentivizes investment of private capital into low-income communities for construction or rehabilitation of real estate or operating businesses associated with healthcare, infrastructure, tribal administration, hospitality and education to name a few.
- What are the compliance responsibilities for NMTC borrowers? What are the staffing needs for closing and compliance?
- What are hurdles that you may face so you can be prepared for to avoid any potential roadblocks?

Moderator:
David Burrell
Chairman/CEO
Pinnacle Bank

Presenters:
Hawk Grinnell
Finance Director
Jamestown S’Klallam Tribe Economic Development Authority

Phil Glynn
President
Travois

9:30-10:30 AM
Business Performance – Getting the Most out of Your Enterprises

- This session will focus on a discussion of best practices related to governance, planning and forecasting, management reporting, key performance indicators, and employee engagement.
- Hear from enterprise operators and business consultants.

Presenters:
Mark Steranka
Partner
Moss Adams

Brandon Valentini, CPA
Partner
Moss Adams
Economic Development General Session

11:00-12:00 PM  Creating a Framework for Non-Gaming Economic Development

Explore tribal economic development outside of gaming and hospitality and detail and discuss core fundamentals, including assessing leadership commitment and capacity, analyzing current economic assets and revenue capture opportunities, creating sovereign advantages and governance structure, and developing a strategic plan and investment funding. We’ll discuss success, failure and lessons learned from many perspectives.

- Leadership commitment and capacity
  - How to determine if the tribe is ready, willing and able for this path.
  - Measuring the ability to manage sophisticated businesses.
- Economic assets and revenue capture
  - How to inventory and compile a current assessment to build upon.
  - Where are all the expenditures and costs that can be converted to revenue?
- Sovereign advantages and governance structure
  - How to leverage tribal sovereignty to support business and create advantage.
  - What are the considerations for legal structure, advisory and staffing?
- Strategic planning and investment
  - Setting goals and targets, and developing strategies and measurement.
  - How to plan for investment, self-sustainability and profitability phases.

Presenters:

Julio Martinez  
CFO & Acting CEO  
Mno-Bmadsen

Dean Suárez-Starfeldt  
Creative Director  
Bodvé Professional Services Group  
Seven Generations Architecture & Engineering

Kurtis Trevan  
CEO  
Gun Lake Investments
12:00-1:00 PM  Separating Business & Politics & Ensuring Tribal Sovereignty

- Is a tribe better off creating a tribal economic advisory committee apart from the council?
- How successful are tribal businesses that operate with a healthy separation from politics?
- What level of autonomy do tribal businesses need to meet corporate goals and investment expectations?
- Discuss what tools are critical for tribal governments to have the proper amount of control while also positioning their businesses to be the most successful.
- How were tribes as sovereign nations affected by the COVID-19 pandemic? Did they lose out on critical federal or state government resources? Did they have the advantage of being able to open their gaming properties and other enterprises earlier than others?
- What are Section 17 corporations and how can they be modernized to make them a more useful tool for Tribal economic development?

Presenters:

Lorenzo Bates  
Former Speaker  
23rd Navajo Nation Council

Kurtis Trevan  
CEO  
Gun Lake Investments

1:00 PM  Economic Development Conference Concludes

1:00 PM  EXHIBITOR RAFFLE DRAWING  
Followed by  
***GRAND PRIZE DRAWING***  
Winners will be posted on a board by the registration desk.

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