



Building Bridges of Opportunity

RES2020

RESERVATION ECONOMIC SUMMIT

MARCH 1-5, 2020 | LAS VEGAS, NEVADA

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THEME DAYS

In an effort to build awareness, each Summit day is centered around an overarching concept.

SPECIAL EVENTS

Complimentary professional headshots, live music, networking and more! Check out the special events taking place this week.

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WELCOME

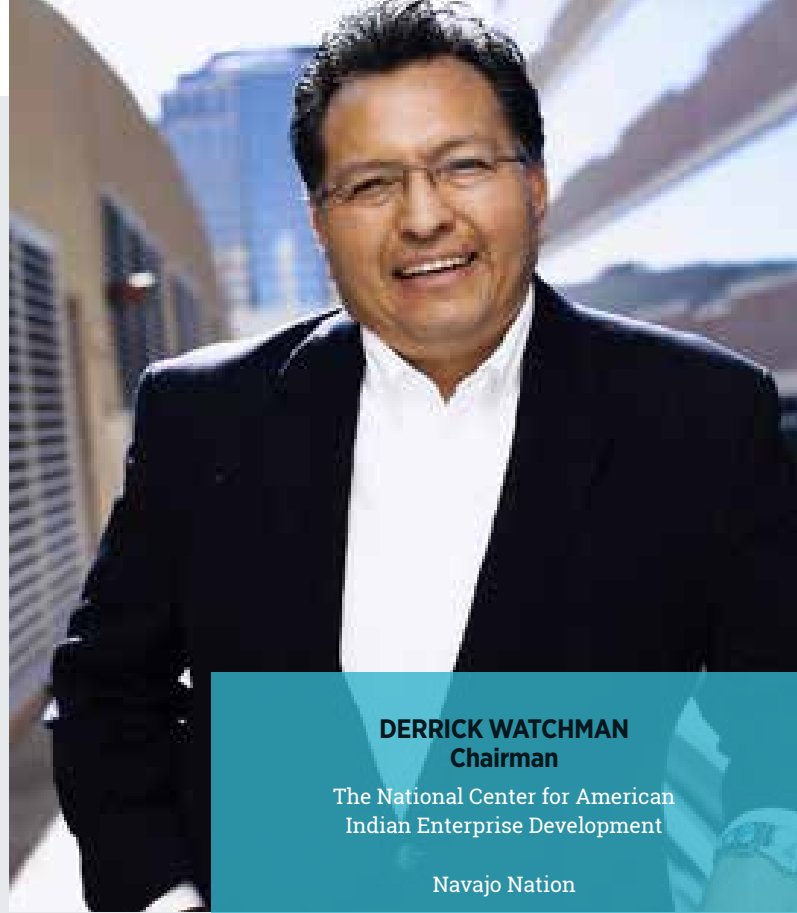
Welcome to the 2020 Reservation Economic Summit, hosted by the National Center for American Indian Enterprise Development.

Dear Friends:

On behalf of the National Center for American Indian Enterprise Development's Board of Directors, it is my distinct honor and privilege to welcome you to the 34th annual Reservation Economic Summit. We hope you enjoy your stay in Las Vegas over the next five days and take advantage of everything that RES and Las Vegas have to offer.

For over 50 years, the National Center has been the organization solely dedicated to economic development in Native American and Alaska Native communities. RES is our signature event, and the place that Indian Country comes to do business – through networking with Fortune 500 companies or suppliers large and small, procurement matchmaking, access to capital events, and of course our second-to-none programming. RES creates incredible business opportunities that can't be found anywhere else.

Working with Chris James and the fantastic staff based in Mesa, Arizona, the Board of Directors at the National Center helps guide this incredible organization and sets the direction for the future. We are excited to welcome several new members to go along with the current Board. William D. Lowe, Lynn Dee Rapp, and Jana Turvey have deep ties to economic development and leadership within their communities and are great additions to our Board. I look forward to working with them in the years ahead and I hope you will get a chance to meet them at RES.



DERRICK WATCHMAN
Chairman

The National Center for American
Indian Enterprise Development

Navajo Nation

Whether this is your first time or if you're like me and you've attended nearly every RES over the last 30-plus years, we are thrilled you have taken time out of your busy schedule and made the choice to be here. It is our hope – our expectation - that you will have a rewarding experience at the 2020 Reservation Economic Summit.

Sincerely,

A handwritten signature in black ink, reading "Derrick Watchman".

Derrick Watchman
Chairman, Board of Directors for
The National Center for American Indian
Enterprise Development
Member, Navajo Nation

WELCOME

Welcome to the 2020 Reservation Economic Summit, hosted by the National Center for American Indian Enterprise Development.

Dear Friends:

Welcome to the 2020 Reservation Economic Summit, hosted by the National Center for American Indian Enterprise Development.

Whether this is your first time at RES or your 30th, this incredible event has something for you and the thousands who join us every year. We hope you have a fantastic experience in this great city and fantastic venue in Paris Las Vegas.

I'm excited about what we have in store for you this week. In addition to programming that runs the gamut of economic development topics in Indian Country - tribal economic diversification, to energy, agriculture, telecommunications, gaming, contracting, business development, technology and IT, and much more – we're excited about welcoming one of the emerging movie stars who hails from our community, Martin Sensmeier. I'm also looking forward to hearing from KeyBank's Don Graves, motivational speaker James Anderson, Native American Agriculture Fund CEO Janie Hipp, and Commissioner Jeannie Hovland from the Administration for Native Americans.

I hope you get the most out of networking, our trade show, and our daily sessions – and enjoy everything that Las Vegas has to offer.

I encourage you to make the most of your week by planning ahead. Visit the Business Trade Show to spend time with our sponsors and exhibitors, whose generous support make RES possible. Take part in the Procurement Expo to get matched with potential business opportunities. Join our special



CHRIS JAMES
President and CEO

The National Center for American
Indian Enterprise Development

Native Edge Institute taking place concurrently at RES. Visit our American Indian Art Market for some of the finest unique art and goods from artists in our community. Play a round of golf and help fund critical scholarships for Native American and Alaska Native students.

For over 50 years, the National Center for American Indian Enterprise Development has been the leading voice for economic development for American Indians and Alaska Natives. RES 2020 brings our decades of knowledge and experience together for an incredible week.

Thank you again for being here, and I look forward to seeing you this week!

Sincerely,

A handwritten signature in dark ink, appearing to read 'C. James', with a stylized flourish at the end.

Chris James
President and CEO
The National Center for American Indian
Enterprise Development

THEME DAYS

We developed Theme Days in an effort to build awareness and a sense of community regarding various topics that are important to tribal nations.

MONDAY

Be Counted!
The 2020 Census
is almost here!



Why is an accurate count in the 2020 Census so important for tribal nations?

- Census data significantly influences American policy for the coming decade.
- The data determines the allocation of seats in the House of Representatives and drawing of congressional legislative districts.
- It is used extensively to distribute funds to tribal, state, and local governments.
- It serves as a foundation for policymaking as well as research and program evaluation in think tanks, universities, and at all levels of government.

Learn More at 2020Census.Gov

Shape
our future
START HERE >



The National Center
for American Indian Enterprise Development

TUESDAY

Empower Native Businesses

NCAIED works non-stop to develop and expand an American Indian private sector which employs Indian labor, increases the number of viable tribal and individual Indian businesses, and positively impacts and involves reservation communities, by establishing business relationships between Indian enterprises and private industry!

WEDNESDAY

Wear **Red** to Honor
Missing and Murdered
Indigenous Women



According to the National Institute of Justice:

- 4 out of 5 Native women have experienced violence in their lifetime.
- Murder is the third-leading cause of death among American Indian / Alaska Native women between the ages of 10 and 24.
- American Indian women are ten times more likely to be murdered than the national average.

Why Wear Red in Remembrance?

In some Native folklore, red was the only color spirits could see. Wearing the color red calls back the spirits of these women and allows them a chance to be among us and have their voices heard.



THURSDAY

Get Out and Vote—
Every Native Vote Matters!

According to the National Congress of American Indians:

- 34% of Native Americans are not registered to vote.
- Additionally, the turnout rate among American Indian and Alaska Native registered voters is 1 to 10 percentage points lower than the rate of other racial and ethnic groups.

VOTE IN THE 2020 ELECTION!

RES 2020

GENERAL INFORMATION

RES attendees will benefit from high-caliber networking and teaming opportunities, informative sessions, the trade show and procurement matchmaking expo, the American Indian Artisan Market, and much more. RES is another example of how the National Center is creating opportunities for American Indian and Alaska Native Businesses.

REGISTRATION

Attendee Registration Desk Hours

Location: Registration Desk

Sunday:	11:00 a.m. – 6:00 p.m.
Monday:	7:00 a.m. – 7:00 p.m.
Tuesday:	7:00 a.m. – 5:00 p.m.
Wednesday:	7:00 a.m. – 5:00 p.m.
Thursday:	7:30 a.m. – 11:00 a.m.

SUMMIT BADGE INFORMATION

Summit badges must be worn at all times during Summit-related events. As a reminder, please protect your identity by removing your badge before leaving the hotel. Please note that badges are non-transferable and will not be replaced if lost or stolen.

THE RES TRADE SHOW

The Reservation Economic Summit Trade Show allows U.S. state, territory, tribal, regional, and local Economic Development Organizations to exchange ideas and network with industry leaders, and federal government officials.

Trade Show Hours of Operation

Tuesday:	5:00 p.m. – 8:00 p.m.
Wednesday:	9:00 a.m. – 5:00 p.m.

WIRELESS ACCESS

Complimentary wireless access is provided in all meeting rooms and in the Trade Show. We kindly request that participants refrain from using this network for streaming video or other data-intensive activities.

VIDEO REMINDER

Please note that General and Breakout sessions at the Summit may be photographed and recorded. The National Center for American Indian Enterprise Development reserves the right to copy, edit, exhibit, publish, and/or distribute photos and videos of attendees. By attending the Summit, all participants consent to their image being used for official purposes and waive the right to inspect or approve the finished product wherein their likeness, name, image, or sound of voice appears.

PRESENTATION ACCESS

Attendees will be emailed a link to the General and Breakout session recordings approximately two weeks after the Summit.

LOST AND FOUND

Lost items can be returned to the Summit Registration Desk. Unclaimed items will be turned over to the Paris Las Vegas Hotel & Casino after the close of the Summit.

MOBILE APP AND MEETINGS

To download the mobile app, search for Jujama Connect in the Apple App Store or Google Play Store. Once you have downloaded the Jujama Connect App insert the code "20RES" to locate the Summit event.

Enhanced networking functions require the mobile app to ask for your username and password.

If you have forgotten your password, the app will allow you to retrieve a temporary password that you will be able to change once you log back in. Don't forget to use the matchmaking tool within the mobile app to set up meetings with other participants at the Summit.

MOBILE APP INCLUDES:

- Summit agenda and session descriptions
- Speaker biographies
- Sponsor and exhibitor profiles
- Hotel and Trade Show floor plans
- and much more!

Have questions or need help? Visit the registration desk.

AGENDA UPDATES

Updates to the Summit agenda will be posted on the mobile app and at www.res.ncaied.org.

RESERVATION ECONOMIC SUMMIT SOCIAL MEDIA

RES uses social media to encourage interaction and collaboration among speakers, attendees, and the public. Please use the following hashtags and handles to share your thoughts, speaker quotes and other Summit information:

Twitter: @ncaied

Facebook: NCAIED

LinkedIn: The National Center for American Indian Enterprise Development

Instagram: @ncaied

Hashtags for the Summit: #RESSummit2020
#IndianCountry

QUESTIONS

For questions or special requests, please visit the Summit Registration Desk or Trade Show Information Desk for assistance.

DOWNLOAD THE RES MOBILE APP!

- Step 1: Download the Jujama app from your respective App store
- Step 2: Once downloaded, use the Event Code: 20RES
- Step 3: Use the username and password sent to you via email
- Step 4: Login and enjoy the app!



MOBILE APP SPONSOR



MGM RESORTS
INTERNATIONAL

Innovation without boundaries.

Supplier diversity is not a goal, it's a necessity. When facing down the most important projects in the world, you need fresh ideas and unique perspectives. Working together, we're developing and providing new opportunities for small diverse businesses.

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Lockheed Martin. Your Mission is Ours.®

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A man and a woman are walking towards the camera on a city sidewalk. The woman, on the left, has long dark hair and is wearing a blue denim jacket over a dark red floral dress. The man, on the right, is wearing a dark grey suit, a light blue shirt, and a striped tie. They are both smiling. In the background is a modern building with large glass windows that reflect the surrounding city and trees. The text is overlaid on the upper part of the image.

HOW CAN WE
PROTECT THE ENVIRONMENT
WHILE SUPPORTING JOBS?
BY WORKING TOGETHER.

U.S. natural gas and oil development funds 90% of the Land and Water Conservation Fund — the largest federal conservation program in the country. The industry also adds \$1.4 trillion to our economy. That means Americans don't have to choose between safeguarding nature and millions of jobs — we can do both. Learn what we can accomplish together at EnergyForProgress.com.

AMERICA'S NATURAL GAS AND OIL

ENERGYfor**PROGRESS**





Recognizing Native American Citizens for Outstanding
Leadership and Community Contributions Annually

Native Woman Business Owner of the Year Award

This award is in recognition of outstanding leadership, management, quality performance and commitment to excellence as a successful Native American woman business owner.

Winner:

Karlene Hunter, Native American Natural Foods, LLC

Tim Wapato Public Advocate of the Year Award

This award is in recognition of outstanding leadership in support of American Indian business and economic development.

Winner:

Representative Deb Haaland, Pueblo of Laguna

American Indian Leadership Award

This award is in recognition of outstanding leadership in support of American Indian business and economic development endeavors in tribal communities.

Winner:

Chairman Lee Spoonhunter, Northern Arapaho Tribe

American Indian Business of the Year

This award is in acknowledgement of the success of an American Indian or tribal Nation owned business and its demonstration of excellent corporate citizenship.

Winner:

Navajo Transitional Energy Company (NTEC)

Corporate Advocate of the Year Award

This award recognizes the leadership team of a Corporation for demonstrating a sincere commitment to growing business opportunities for American Indian and Alaska Native owned companies and thusly, bettering the economy of Indian Country for future generations to come.

Winner:

Holland & Knight, Law Firm

Tribal Gaming Visionary Award

This award is in recognition of leadership demonstrated in the tribal gaming sector and efforts to advance opportunity for American Indian owned businesses.

Winner:

Byron Bighorse, Osage Tribe

EXECUTIVE BOARD OF DIRECTORS

The Dedicated Individuals Serving the National Center
for American Indian Enterprise Development



DERRICK WATCHMAN

Chairman

Derrick Watchman is President and Owner of Sagebrush Hill Group LLC, a gaming, banking, finance, and economic development advisory, acquisition and development company. Derrick is a member of the Navajo Nation and was raised on the Navajo reservation. He is the former Chief Executive Officer for the Navajo Nation Gaming Enterprise, the gaming operator for the Navajo Nation casinos. Formerly, he was the Chief Financial Officer for Navajo Gaming. Prior he was Vice President and Senior Relationship Manager at JP Morgan Chase Bank's Native American Banking Group. He provided tribal financial and banking services, including structuring over \$500 million in tribal credit transactions and treasury services. Previously,

he worked for Wells Fargo Bank managing Native American banking and financing. Mr. Watchman was Chief Operating Officer and General Manager of the Navajo Nation's Diné Power Authority where he advised on Navajo Nation energy projects. He also held the Navajo Tax Commission Director post. Mr. Watchman also worked with Prudential Capital Corporation as a private placement banker. Among several directorships, he is a member of the National Center for American Indian Enterprise Development board of directors and a director for the Native American Bank, Denver, Colorado. Mr. Watchman holds a MBA from the University of California and a Bachelors degree from the University of Arizona.



BURTON WARRINGTON

Vice Chairman

Burton Warrington – Menominee, Prairie Band Potawatomi and Ho-Chunk currently serves as the President of Indian Ave Group (IAG), a business consulting firm and Of-Counsel to Fletcher Law, PLLC, a law firm providing clients with both legal representation and strategic public policy consulting services. Mr. Warrington's career includes a unique mix of legal, business, management and policy experience. As President & CEO of Prairie Band, LLC he developed and managed the economic holding company for the Prairie Band Potawatomi Nation. As a Counselor to the Assistant Secretary of Indian

Affairs – U.S. Department of Interior during President Obama's first term, he was involved in a variety of national issues including Indian gaming, economic and energy development, fee-to-trust issues, and natural resource and cultural rights protection.

Mr. Warrington is a licensed attorney who holds a Bachelor of Science degree in Business Administration – Tribal Management from Haskell Indian Nations University and a Juris Doctor degree from the University of Kansas School of Law, where he also received his Tribal Lawyer Certificate.



**LILLIAN SPARKS
ROBINSON**

Treasurer

Lillian Sparks Robinson is the CEO and Owner of Wopila Consulting, LLC, an American Indian and woman owned small business that provides a wide range of specialized consulting and strategic development services to federal, state, and tribal government clients.

A member of the Rosebud Sioux Tribe, Lillian has worked in Washington, D.C. for nearly 20 years, devoting her career to supporting the educational pursuits of Native American students, protecting the rights of indigenous people, and empowering tribal communities. In 2010, Lillian was appointed by President Obama, and confirmed by the U.S. Senate, to serve as the Commissioner for the Administration for Native Americans. In this role, she worked on programs and policy impacting Native languages and education, social development, and economic development for American Indian,

Alaska Native, and Native Hawaiian and Pacific Islander communities. Prior to her service at ANA, Lillian served as the Executive Director of the National Indian Education Association (NIEA), where she worked extensively on education policy and appropriations impacting American Indian, Alaska Native, and Native Hawaiian students. A former staff attorney at the National Congress of American Indians, Lillian has received numerous awards and recognition, including being named as one of seven young Native American Leaders by USA Today Magazine, one of "40 Under 40" from the National Center for American Indian Enterprise Development, and American Indian Woman of the Year.

A graduate of Morgan State University and Georgetown University Law Center, Lillian resides in Baltimore, Maryland with her husband, Corey and son, Connor.



CHARLIE GALBRAITH

Secretary

Charlie Galbraith is a citizen of the Navajo Nation and partner in the Native American Practice Group at Kilpatrick, Townsend & Stockton LLP. Prior to joining the firm, Mr. Galbraith served in the Obama White House as Deputy Associate Counsel for Presidential Personnel and as Associate Director of Intergovernmental Affairs where he managed the relationship of the White House with all Tribal Governments and Native American people. Before working for the White House, Mr. Galbraith served as an Assistant United

States Attorney for the District of Arizona, and as a Legislative Assistant for United States Senator Tim Johnson in his Washington, D.C. Senate Office. He also worked for then-Senator Barack Obama during his first campaign for President by organizing the Native American Domestic Policy Committee, which comprised a nationwide group of tribal leaders and activists. When not at work Charlie enjoys being outdoors and can often be found running, cycling, mountain climbing, hiking, kayaking and playing basketball and baseball.



CHRIS JAMES

President and CEO

Chris James has served as the President and CEO of the National Center for American Indian Enterprise Development since January of 2017. He is responsible for guiding the organization in its day-to-day operations and implementing its long-term strategic initiatives and vision. Mr. James manages an organization with seven offices and 20 staff located across the country. In addition to hosting the popular Reservation Economic Summit (RES) in Las Vegas and programming in all corners of the U.S., Mr. James maintains strong relationships with supplier diversity offices within Fortune 500 companies including, but not limited to: Lockheed Martin, Nike, Google, Square Inc; Northrup Grumman, Alaska Airlines, Microsoft and IBM. He also leads the organization's work with local, state, federal, and tribal government officials.

From 2011 – 2016, Mr. James served as Associate Administrator at SBA, where he was a Senior Executive Service (SES) appointee of President Barack Obama where he oversaw

the Office of Field Operations, Office of Intergovernmental Affairs, and the Office of Native American Affairs. His extensive portfolio included Native American outreach, program management, and tribal consultation. While at SBA, Mr. James's responsibilities included representing the SBA at White House events and in state, local, and congressional affairs, as well as serving as a liaison to domestic and international corporate partners and stakeholders. He also established and oversaw SBA's Office of Intergovernmental Affairs. As the head of the Office of Field Operations, he managed a workforce of over 800 people with an annual operating budget of over \$200 million and worked on programs and services that affected all 50 states and every U.S. territory. Mr. James was also the officer on record for Tribal Consultation.

Among his accomplishments at SBA was the creation of Startup in a Day, which worked with cities and Native American communities to create streamlined platforms to allow entrepreneurs to apply for all relevant business permits in an expedited manner. Over 100 communities took a public pledge agreeing to simplify the business formation requirements for entrepreneurs in their areas. Mr. James was also the agency lead on the SupplierPay program, which encouraged private companies to quickly reimburse their suppliers. Nearly fifty Fortune 500 companies took the pledge.

Prior to SBA, Mr. James was an Associate Program Manager at the U.S. Department of the Treasury from 2009-2011. He acted as liaison between the Community Development Financial Institutions (CDFI) Fund, Native

American tribal governments, and other federal government agencies. During his two years at Treasury, he approved over \$120 million dollars in funding to deserving applicants. In part thanks to the leadership of Mr. James, the number of certified Native CDFIs increased by 30% and the Native American CDFI Assistance Program saw an increase in applicants.

Prior to coming to Washington, DC, Mr. James was the Associate Director for the Sequoyah Fund, which is the Native American CDFI and an enterprise of the Eastern Band of Cherokee Indians located in Cherokee, North Carolina.

Mr. James was a member of numerous White House task forces, councils, and working groups during his time as a federal official. Currently, he is an Advisory Board Member of First Peoples Worldwide, a Board Member of the Federal Reserve Bank of Minneapolis's Center for Indian Country Progress Leadership Council, a Member of the Federal Communication Commission's (FCC) Diversity in Tech Working Group of the Advisory Committee on Diversity and Digital Empowerment and Board Member of New Mexico Community Capital.

Mr. James has a B.A. in Communication Studies from the University of North Carolina at Wilmington, a Master of Entrepreneurship from Western North Carolina University and enrolled at Harvard University in the Nonprofit Management Graduate program. Chris is of Cherokee descent and originally from Cherokee, North Carolina, home of the Eastern Band of Cherokee Indians. His family has owned small businesses on the Qualla Boundary for more than 5 decades.

BOARD OF DIRECTORS

Biographies for below Directors are available on the NCAIED Website at:
ncaied.org/board-of-directors



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Director



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Specialist - Navajo Nation



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Sister Sky Inc.



DAREN MASTEN





President,
Clear Cloud Solutions Inc.

RES 2020

SUMMIT AGENDA






All events take place at the Paris Las Vegas Hotel unless otherwise noted.

Sunday, March 1

11:00 a.m.-6:00 p.m.	Summit Registration and Information Desk Sponsored by:    Raytheon	Across from Champagne Ballroom
11:30 a.m.-7:30 p.m.	32nd Annual Scholarship Golf Tournament Shuttle Transportation will be provided. Buses begin departing from the Paris North entrance at 11:00 a.m. Tournament registration opens at 11:30 a.m. Sponsored by: 	Bali Hai Golf Club
5:30 p.m.-7:30 p.m.	32nd Annual Scholarship Golf Tournament Awards Banquet	Bali Hai Golf Club

Monday, March 2

THEME OF THE DAY: BE COUNTED! (2020 CENSUS)

7:00 a.m.-7:00 p.m.	Summit Registration and Information Desk Sponsored by:    Raytheon	Across from Champagne Ballroom
9:00 a.m.-5:00 p.m.	Consulting Resources in the Networking Lounge Lounge Sponsored by: 	Networking Lounge (Champagne 2)
9:00 a.m.-5:00 p.m.	Artisan Market	Paris Foyer
9:00 a.m.-5:00 p.m.	Buy Native Procurement Matchmaking Expo Sponsored by: 	Skyview 5-6 at Bally's
9:00 a.m.-5:00 p.m.	Native Edge Institute View the detailed agenda on page 21.	Skyview 2 at Bally's
10:15 a.m.-10:45 a.m.	Morning Break	Skyview Foyer at Bally's

General Session Luncheon

Luncheon Sponsors:     

12:00 p.m.-1:00 p.m.	Welcome Remarks Stephen Roe Lewis, Governor, Gila River Indian Community	Concorde Ballroom
	Keynote James Anderson, Native America's Success Speaker	
	Remarks Chris James, President and CEO, NCAIED Derrick Watchman, Chairman, Board of Directors, NCAIED	
	The Native American College Fund Award	

Break Sponsors



Holland & Knight



Breakout Sessions 1

	Champagne 1	Champagne 4	Versailles 1	Versailles 4
1:00 p.m.-1:50 p.m.	Future of Renewable Energy: An Economic Transition Track: Natural Resources	Modernizing Section 17 Corporations Track: Economic Development	Financing New Tribal Buildings With Federal Lease Dollars: How Tribal Organizations Can Leverage Leases to Recover the Full Costs of Construction and Renovation Track: Economic Development	Farm to Table: The Business of Agriculture Track: Agriculture

Breakout Sessions 2

	Champagne 1	Champagne 4	Versailles 1	Versailles 4
2:00 p.m.-2:50 p.m.	The importance of Corporate Partnership and Marketing Track: Workforce Development Sponsored by:	Wellness in the Workplace: Demystifying the What and How Track: Workforce Development	Native Community-Focused Development & Initiatives to Meet Greater Capital Needs in Indian Country Track: Finance	Overhauling Tribal Corporate Governance: Structuring the Separation of Business from Government Track: Economic Development Sponsored by:
2:45 p.m.-3:15 p.m.	Afternoon Break			Skyview Foyer at Bally's

Special Session: Tribal Consultation

3:00 p.m.-4:50 p.m.	Tribal Consultation: Improving Indian Affairs' Energy Services to Tribes Morgan Rodman, Executive Director, White House Council on Native American Affairs Mark Cruz, Deputy Assistant Secretary, Indian Affairs for Policy and Economic Development, U.S. Department of the Interior Track: Economic Development	Champagne 1
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Breakout Sessions 3

	Champagne 4	Versailles 1	Versailles 4
3:00 p.m.-3:50 p.m.	Place Matters: Entrepreneurial and Business Education in Tribal Communities Track: Economic Development		Oil & Natural Gas Track: Natural Resources

Breakout Sessions 4












	Champagne 4	Versailles 1	Versailles 4
4:00 p.m.-4:50 p.m.	Grow Your Online Business Track: Technology	2020 Census in Indian Country and Native Alaska Track: Economic Development	Marketing in the Digital World Track: Business Development

Opening Networking Reception

5:00 p.m.-7:00 p.m.	Opening Networking Reception Enjoy live music performance by Levi Platero Band at the hottest nightclub with the best views in Vegas. Walking distance from Paris Las Vegas. Exit toward E Flamingo Road (tour bus exit). Sponsored by:	Drai's at the Cromwell Hotel Las Vegas
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Tuesday, March 3

THEME OF THE DAY: EMPOWER NATIVE BUSINESSES

7:00 a.m.-8:30 a.m.	Continental Breakfast Sponsored by:   	Concorde Ballroom
7:00 a.m.-5:00 p.m.	Summit Registration and Information Desk Sponsored by:    	Across from Champagne Ballroom
8:30 a.m.-5:00 p.m.	NCAIED and First Nations Development Institute's Inaugural Youth Business Plan Competition See page 22 for detailed agenda. Sponsored by: 	Bordeaux
8:30 a.m.-6:00 p.m.	Professional Headshot Session Complimentary photos, open to all attendees. Sponsored by:  	Chablis Room
9:00 a.m.-5:00 p.m.	Artisan Market	Paris Foyer
11:30 a.m.-5:00 p.m.	Consulting Resources in the Networking Lounge Lounge Sponsored by: 	Networking Lounge (Champagne 2)

General Session

8:30 a.m.-8:40 a.m.	Posting of Colors	Concorde Ballroom
8:40 a.m.-8:45 a.m.	Invocation	
8:45 a.m.-9:30 a.m.	Welcome & Opening Remarks Derrick Watchman, Chairman, Board of Directors, NCAIED Chris James, President and CEO, NCAIED	
9:30 a.m.-9:45 a.m.	Remarks Don Graves, Head of Corporate Responsibility and Community Relations, KeyBank	
10:00 a.m.-10:30 a.m.	Keynote: Building Bridges of Opportunity Martin Sensmeier, Actor & Producer	
10:30 a.m.-10:45 a.m.	Remarks Henry Childs II, National Director, Minority Business Development Agency, U.S. Department of Commerce	
10:45 a.m.-11:30 a.m.	General Session	
11:30 a.m.-12:30 p.m.	Morning Break and Visit the Artisan Market	Paris Foyer

General Session Luncheon


Luncheon Sponsors:     

12:30 p.m.-2:00 p.m.	Welcome Remarks Richard G. Sneed, 28th Principal Chief, Eastern Band of Cherokee Indians	Concorde Ballroom
	Welcome Remarks Dawson Her Many Horses, Senior Vice President and Native American Banking Leader, Wells Fargo	
	Remarks Jonodev O. Chaudhuri, Former Chairman of the National Indian Gaming Commission and Partner, Quarles & Brady LLP	
	American Indian Leadership Award Tribal Gaming Visionary Award	
	Remarks Stephen Buffalo, President and Chief Executive Officer, Indian Resource Council (IRC)	
	Remarks Casey Winn Lozar, Vice President and Director, Center for Indian Country Development, Federal Reserve Bank of Minneapolis	


Breakout Sessions 5

	Champagne 1	Champagne 4	Skyview 1 at Bally's	
2:00 p.m.-2:50 p.m.	National Native Organizations Working Together Track: Economic Development	The Value of Water: Water and Wastewater Solutions as an Economic Development Driver Track: Natural Resources	Developing Agriculture Economies in Indian Country – Brought to you by Native American Agriculture Fund: Part 1 Track: Agriculture	
	Skyview 2 at Bally's	Versailles 1	Versailles 4	
	Keys to Strategic Expansion into the World's Most Exciting Foreign Markets Track: Business Development	Financing Alternatives to Make It Happen Track: Procurement	Innovating through Infrastructure: Section 105(l) School Construction Track: Economic Development	
2:45 p.m.-3:15 p.m.	Afternoon Break Grab coffee and visit the Artisan Market.			Paris Foyer




Breakout Sessions 6

	Champagne 1	Champagne 4	Skyview 1 at Bally's	
3:00 p.m.-3:50 p.m.	Congressional and U.S. Policy Updates Track: Economic Development	Leveraging Technology to Optimize Business Performance Track: Technology	Developing Agriculture Economies in Indian Country – Brought to you by Native American Agriculture Fund: Part 2 Track: Agriculture	
	Skyview 2 at Bally's	Versailles 1	Versailles 4	
	Building a Results-driven Master Plan Track: Business Development Sponsored by: 	Strategies, Tips and Tricks for Government Contract Compliance Track: Procurement	Tribal Leaders' Panel: Disruptive Leadership Track: Economic Development	

Breakout Sessions 7









	Champagne 1	Champagne 4	Skyview 1 at Bally's	
4:00 p.m.-4:50 p.m.	Emerging Innovation: The Tribal Beverage Network - Opening the Doors to Tribal Distilling Track: Business Development	Women in Technology Track: Technology	Developing Agriculture Economies in Indian Country – Brought to you by Native American Agriculture Fund: Part 3 Track: Agriculture	
	Skyview 2 at Bally's	Versailles 1	Versailles 4	
	Navigating Through the Tribal Hemp Market: How to Manage the Legal, Regulatory and Processes that Tribes Need to Consider in the Competitive Hemp Industry Track: Agriculture	Supplier Diversity and Inclusion Track: Procurement Sponsored by: 	Sovereign Wealth Funds: Exercising Tribal Sovereignty Through Wealth Management Track: Finance	

Evening Networking Opportunities

5:00 p.m.-8:00 p.m.	Trade Show Reception Meet with Exhibitors in the Trade Show! Ribbon Cutting at 5:00pm Sponsored by: 		Rivoli/Vendome Ballroom
5:30 p.m.-7:00 p.m.	Youth Business Plan Competition Finale Sponsored by: 		Trade Show Stage
8:30 p.m.-10:30 p.m.	Quarles & Brady LLP'S Indian Law and Policy Practice Unveiling Reception Exclusive cocktail & dessert event while enjoying breathtaking views of the strip at Bally's. Come meet & mingle with the Q&B's Indian Law & Policy Practice members. Sponsored by: 		Skyview 3 at Bally's

Wednesday, March 4

THEME OF THE DAY: MISSING AND MURDERED INDIGENOUS WOMEN (WEAR RED!)

7:00 a.m.-8:30 a.m.	Continental Breakfast <i>Sponsored by:</i>   	Concorde Ballroom
7:00 a.m.-5:00 p.m.	Summit Registration and Information Desk <i>Sponsored by:</i>    	Across from Champagne Ballroom
9:00 a.m.-5:00 p.m.	Consulting Resources in the Networking Lounge <i>Lounge Sponsored by:</i> 	Networking Lounge (Champagne 2)
9:00 a.m.-5:00 p.m.	Artisan Market	Paris Foyer
9:00 a.m.-11:00 a.m.	NCAIEDs Economic and Business Development Focus Group	Champagne 1
9:00 a.m.-5:00 p.m.	Trade Show	Rivoli/Vendome Ballroom
9:00 a.m.-5:00 p.m.	SBA Training See page 22 for detailed agenda.	Chablis

RES Talk

9:00 a.m.-9:15 a.m.	ENERGY IS EVERYTHING <i>James Anderson, Native America's Success Speaker</i>	Bordeaux
9:15 a.m.-9:30 a.m.	Supporting the Native American Artist: We are Doing it Wrong <i>Louie Gong, Artist and Founder, Eighth Generation</i>	
9:30 a.m.-9:45 a.m.	RES Talk: Raina Thiele <i>Raina Thiele, Founder, Thiele Strategies</i>	
9:45 a.m.-10:00 a.m.	RES Talk: Carla Fredericks <i>Carla Fredericks, Director, American Indian Law Clinic and First Peoples Worldwide, University of Colorado</i>	
10:00 a.m.-10:15 a.m.	Eat with Tradition: Working to Balance Business and Identity through Impactful Dining <i>Ben Jacobs, Owner, Tocabe</i>	
10:15 a.m.-10:30 a.m.	Nurturing the Roots of Tribal Economic Development: Protecting and Promoting Tribal Self-Determination Policies <i>Jonodev O. Chaudhuri, Former Chairman of the National Indian Gaming Commission and Partner, Quarels & Brady LLP</i>	
10:30 a.m.-10:45 a.m.	RES Talk: Crystal Echohawk	Rivoli/Vendome Ballroom
10:00 a.m.-10:30 a.m.	Morning Break and Visit Trade Show Exhibitors	

General Session Luncheon

Luncheon Sponsors:     

11:00 a.m.-1:00 p.m.	Welcome Remarks <i>Master of Ceremony, Lilian Sparks Robinson, Owner and CEO, Wopila Consulting, LLC and Board Member & Treasurer, NCAIED</i>	Concorde Ballroom
	Welcome Remarks <i>The Honorable Jeannie Hovland, Commissioner, Administration for Native Americans (ANA), U.S. Department of Health and Human Services</i>	
	Remarks <i>Janie Hipp, CEO, Native American Agriculture Fund</i>	
	Native Woman Business Owner of the Year Award Tim Wapato Public Advocate of the Year Award Corporate Advocate of the Year Award	

Breakout Sessions 8

	Champagne 1	Champagne 4	Skyview 1 at Bally's	Bordeaux
1:00 p.m.-1:50 p.m.	Crop Insurance as a Critical Risk Tool: Why, How and Emerging Issues (Including Hemp Crop Insurance) Track: Agriculture	Mapping Strategies to Enter Hemp Vs. Marijuana Industries Track: Economic Development Sponsored by: SOL PARTNERS	Business Development Growth: Getting Your Business to the Next Level Track: Business Development	Native Nations Institute: Rebuilding Native Nations - Strategies for Governance and Development Track: Economic Development
	Skyview 2 at Bally's	Skyview 3 at Bally's	Versailles 1	Versailles 4
	Digital Transformation and Security Track: Technology	Attracting and Growing Business Investments into Your Tribal Communities Track: Business Development	Access to Capital Track: Finance	Native American Women in the Boardroom: A Conversation of Strategies, Wisdom and a Seat at the Table Track: Business Development

Breakout Sessions 9

	Champagne 1	Champagne 4	Skyview 1 at Bally's	Skyview 2 at Bally's
2:00 p.m.-2:50 p.m.	Tribal Energy Update 2020: Key Energy Issues for Tribal Communities in The New Decade Track: Natural Resources Sponsored by: AVANT ENERGY	Building Sustainable Tribal Economies: 10 Strategic Considerations Track: Economic Development Sponsored by: HO-CHUNK INCORPORATED	Building Science, Technology, Engineering and Math (STEM) Capacity in Indian Country Track: Technology Sponsored by: Alaska AIRLINES	Native American Communities: Strategies for Achieving Public Affairs Goals Track: Business Development
	Skyview 3 at Bally's	Versailles 1	Versailles 4	
	Buying Your Way In: M&A Issues Arising out of Acquiring a Government Contractor Track: Procurement	The Reach of Tribal Preference and Equal Employment Opportunity Laws for Tribally Owned Entities Track: Workforce Development	Investing in Economic Development Track: Finance Sponsored by: GUN LAKE	
2:45 p.m.-3:15 p.m.	Afternoon Break			Rivoli/Vendome Ballroom

Breakout Sessions 10

	Champagne 1	Champagne 4	Skyview 1 at Bally's	Skyview 2 at Bally's
3:00 p.m.-3:50 p.m.	Capitalizing on Legal Tribal Cannabis Opportunity Track: Agriculture	Housing, Homeownership, and Economic Development Track: Economic Development	Advancements in Biometric Devices and Telehealth Solutions Supporting Native American Health Track: Technology	Turn Your Business Idea into a Successful Business Track: Business Development
	Skyview 3 at Bally's	Versailles 1	Versailles 4	
	Updating the Buy Indian Act: Unlocking Construction Set-asides, Strengthening and Streamlining Oversight, and Improving Compliance Track: Procurement	Alaska Natives Without Land Track: Finance	Federal Contracting Assets On the Move Track: Economic Development	

Breakout Sessions 11 - Roundtables

	Champagne 1	Champagne 4	Skyview 1 at Bally's	Skyview 2 at Bally's
4:00 p.m.-4:50 p.m.	Decision Making that Drives Economic Success	Evaluating Natural Resources and Agricultural Opportunities	Building a Strong Tribal Economy	Challenges & Opportunities Around Tribal Entrepreneurship


Roundtable Discussions - The roundtable sessions are devoted to discussions of a variety of topics. Topic experts identify and resolve real life concerns on common or shared issues. These discussions provide an excellent opportunity for those in any stage of development in a less formal environment than a session.

Wednesday (Continued)

Breakout Sessions 11 - Rountables (Continued)








4:00 p.m.-4:50 p.m.	Versailles 1	
	Supporting Destinations Track: Tourism	

Evening Reception

5:00 p.m.-8:00 p.m.	40 Under 40 Reception All RES conference attendees welcome. Enjoy live music by Blue Mountain Tribe and Emcee One, dancing and networking with fantastic views of Las Vegas from the 26th floor of the Bally's. <i>Sponsored by:</i> 	Skyview 5-6 at Bally's
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Thursday, March 5

THEME OF THE DAY: GET OUT AND VOTE!

7:30 a.m.-9:00 a.m.	Continental Breakfast <i>Sponsored by:</i>   	Concorde Ballroom
7:30 a.m.-11:00 a.m.	Summit Registration and Information Desk <i>Sponsored by:</i>    	Across from Champagne Ballroom
9:00 a.m.-2:00 p.m.	Artisan Market	Paris Foyer
9:00 a.m.-5:00 p.m.	Indian Energy Minerals Forum	Champagne 1

General Session

9:00 a.m.-9:15 a.m.	Welcome Remarks	Concorde Ballroom
9:15 a.m.-10:00 a.m.	Inter-Tribal Network Coordination and Action Panel <i>Maria Dadgar, Executive Director, Inter Tribal Council of Arizona</i> <i>Margo Gray, NCAIED Board Member and Osage Nation Minerals Council Woman</i>	
10:00 a.m.-10:45 a.m.	CEO Leadership Panel <i>Moderator: Jana Turvey, President & CEO, Leisnoi, Inc.</i> <i>Gail Schubert, President & CEO, Bering Straits Native Corporation</i> <i>Valentina Sireech, CEO, Ute Tribal Enterprises, LLC</i> <i>Austin Tsosie, CEO, Dine Development Corporation</i>	
10:45 a.m.-11:30 a.m.	Philanthropic Investments in Native Economies Panel <i>Moderator: Erik R. Stegman, Executive Director, Native Americans in Philanthropy</i> <i>Sarah EchoHawk, CEO, AISES</i> <i>Cynthia Muller, Director, Mission Investment, W.K. Kellogg Foundation</i> <i>Cris Stainbrook, President, Indian Land Tenure Foundation</i> <i>Stephen Lewis, Governor Gila River</i>	
11:30 a.m.-12:00 p.m.	Morning Stretch Break	Paris Foyer

General Session Luncheon

Luncheon Sponsors:     

12:00 p.m.-2:00 p.m.	Welcome Remarks & Keynote	Concorde Ballroom
	Remarks <i>Elia Quintana, Director, Stakeholder Relations, American Petroleum Institute</i>	
	Remarks <i>Kevin R. Frost, Director, Office of Indian Energy Policy and Programs, U.S. Department of Energy</i>	
	American Indian Business of the Year Award	
	Closing Remarks	

NATIVE EDGE INSTITUTE

About Native Edge Institutes - NEIs provide both established and aspiring business owners critical business training. NEIs connect participants to existing resources available in their region, to go along with one-on-one business counseling/coaching and matchmaking services. Previous Native Edge Institutes have taken place across the U.S., including New Mexico, Washington, Nevada, Oklahoma, Alaska, Florida, North Carolina, New York, Maine, California, Washington D.C. and Alabama with more scheduled in the coming months. The Native Edge Institutes were inspired by the National Center's Native Edge portal, which is the online ecosystem that gives users access to the Indian Country economy.

Monday, March 2

9:00 a.m.-10:15 a.m.	An Indigenous Entrepreneurial Model: Harnessing the Cloud to Grow Regenerative Economies <i>Elizabeth Gamboa, Managing Director, Entrepreneur Services, New Mexico Community Capital</i> <i>Henry Jake Foreman, Program Manager, New Mexico Community Capital</i>	Skyview 2 at Bally's
10:30 a.m.-11:45 a.m.	Accessing Capital: Capitalizing Your Business or Tribal Project <i>Tedd Buelow, Native American Coordinator, USDA Rural Development</i> <i>William M. Lettig, Key Bank</i>	Skyview 2 at Bally's
12:00 p.m.-1:00p.m.	General Session Luncheon	Concorde Ballroom
1:00 p.m.-1:30 p.m.	How to Sell & Succeed on Alibaba.com <i>Selena Singleton, B2B Globalization, Alibaba Inc.</i>	Skyview 2 at Bally's
1:30 p.m.-3:00 p.m.	Contracting and Supplier Diversity <i>Myrna Gardner, ICCM-F, GWCCM-F, Principal, 4 Key Solutions, LLC</i> <i>Monica Simeon, Vice President, Sister Sky INC.</i> <i>John Shoraka, GovContract Pros</i> <i>Aditi Dussault, GovContract Pros</i>	Skyview 2 at Bally's
3:00 p.m.-4:30 p.m.	Federal Contract Opportunities Forecast <i>Moderator: Patricia G. Luna, President and Chief Executive Officer, Maclovio LLC</i> <i>Mr. Norbert Doyle, Deputy Assistant Secretary, Acquisition & Project Management, Office of Environmental Management, U.S. Department of Energy</i> <i>SES Jimmy D. Smith, Director, Office of Small Business Programs, Department of the Navy</i>	Skyview 2 at Bally's
4:30 p.m.-5:00 p.m.	Business Accounting Essentials <i>Sean McCabe, CPA</i>	Skyview 2 at Bally's

RES2020 Scavenger Hunt

Use the RES2020 Mobile App to scan a QR code at a minimum of 20 Trade Show exhibitors or Artisan Market vendors to be entered into the raffle. Drawing takes place during Thursday's lunch in General Session. **MUST BE PRESENT TO WIN!**

Prizes include:

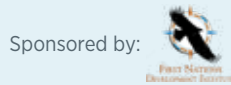
- Two (2) RES 2021 Packages that include Domestic Roundtrip Transportation and a Complimentary Registration
- Eighth Generation's Blankets Designed by Native Artists

MOBILE APP SPONSOR



YOUTH BUSINESS PLAN

First Nations Development Institute and the National Center for American Indian Enterprise Development are hosting a Native Youth Business Plan Competition held in conjunction with RES2020. Ten semifinalist teams (5 high school division teams and 5 college division teams) have been awarded travel scholarships to attend RES2020 to pitch their business plans in front of a panel of Native judges and investors. The top three teams from each division will be awarded small prizes to aid in their business ventures. The first-place teams will receive \$7,500, second-place will receive \$5,000 and third-place will receive \$2,500.



Tuesday, March 3

8:30 a.m.-10:30 a.m.	General Session All student attendees attend the Opening Session.	<i>Concorde Ballroom</i>
10:30 a.m.-11:30 a.m.	Business Plan Essentials (Youth Attendees Only) This session covers key elements that should be found in every business plan, and how to fine-tune your plan to meet your needs.	<i>Bordeaux</i>
11:30 a.m.-12:30 p.m.	Perfecting Your Pitch (Youth Attendees Only) How can you make a big impact during the short amount of time you have with investors? This session covers the main points you need to convey, including how to present yourself to your audience.	<i>Bordeaux</i>
12:30 p.m.-2:00 p.m.	General Session Luncheon	<i>Concorde Ballroom</i>
2:00 p.m.-3:00 p.m.	Assessing Your Business to Plan for the Future (Youth Attendees Only) Strategic assessments can help you identify roadblocks ahead and opportunities for growth or improvement. Assessments are vital to the success of any business.	<i>Bordeaux</i>
3:00 p.m.-4:00 p.m.	Accessing Capital & Building your Budget (Youth Attendees Only) Businesses often need start-up funds or other capital to keep themselves going. This session presents an overview of the various funding sources available for small business owners and the pros and cons of each source.	<i>Bordeaux</i>
4:00 p.m.-5:30 p.m.	Finalize Presentations Breakout in your groups and finalize presentation.	<i>Bordeaux</i>
5:30 p.m.-7:00 p.m.	Youth Business Plan Competition Finale	<i>Trade Show Stage</i>

SBA TRAINING

Wednesday, March 4

9:00 a.m.-9:50 a.m.	Applying to the 8(a) and All Small Mentor-Protégé Programs – Avoiding the Pitfalls	<i>Chablis</i>
10:00 a.m.-10:50 a.m.	Tips on Submitting 8(a) applications in the Certify.sba.gov System	<i>Chablis</i>
1:00 p.m.-1:50 p.m.	Updates on HUBZone Program	<i>Chablis</i>
2:00 p.m.-2:50 p.m.	Applying to the 8(a) and All Small Mentor-Protégé Programs – Avoiding the Pitfalls <i>REPEAT SESSION</i>	<i>Chablis</i>
3:00 p.m.-3:50 p.m.	Tips on Submitting 8(a) applications in the Certify.sba.gov System <i>REPEAT SESSION</i>	<i>Chablis</i>
4:00 p.m.-4:50 p.m.	Updates on HUBZone Program <i>REPEAT SESSION</i>	<i>Chablis</i>

AGRICULTURE TRACK

Farm to Table: The Business of Agriculture

Monday 1:00 p.m.-1:50 p.m.

Versailles 4

For many farmers and entrepreneurs, U.S. and international markets are a great opportunity to expand your farming business reach. But what does the market want and what are the challenges of taking your products to the next level? Learn from experts on what buyers are looking for, best practices for partnering, policies and solutions.

Developing Agriculture Economies in Indian Country – Brought to you by Native American Agriculture Fund

With the current agriculture-related trends taking hold across Indian Country, the need for additional investment and creative capital solutions are paramount for achieving Tribally driven improved food systems and opportunities for agriculture economic development. This series of back-to-back roundtables offers brief items to stimulate the conversation and includes engagement with those in attendance to examine: 1) where are we now; 2) where do we need to be in ag related economic development and finance; and 3) how do we achieve a road map that will achieve fully realized Native agriculture economies. Each panel begins with a set of brief questions and answers from invited speakers and others and immediately turns to roundtable participants and the audience to explore partnerships and pathways to building strong and sustainable agriculture economies.

Part 1: Where are we now?

Tuesday 2:00 p.m.-2:50 p.m.

Skyview 1 at Bally's

The most recent Ag Census; trends in land consolidation and acquisition; lending landscapes; asset maps; food code development; NAAF funding trend recap from year one.

Q/A followed by roundtable interchange.

Part 2: Where do we need to be?

Tuesday 3:00 p.m.-3:50 p.m.

Skyview 1 at Bally's

Ag Finance is critical to building sustainable agriculture economies in Indian Country. Where do we need to be; what do we need in solid lending partners; do we need new lending models; how do we get there? How does Indian Country respond to emerging trends in agriculture?

Q/A followed by roundtable interchange.

Part 3: How do we achieve a road map?

Tuesday 4:00 p.m.-4:50 p.m.

Skyview 1 at Bally's

Readiness, Reliance, Risk Mitigation, Resource Analysis: the critical roles of each in building strong and sustainable agriculture economies.

Q/A followed by roundtable interchange.

Navigating Through the Tribal Hemp Market: How to Manage the Legal, Regulatory and Processes that Tribes Need to Consider in the Competitive Hemp Industry

Tuesday 4:00 p.m.-4:50 p.m.

Skyview 2 at Bally's

Determine the right business model for a tribe within the multiple revenue streams among the grain, fiber, CBD and industrial hemp options.

- Understand the key components of a tribal hemp plan for the USDA review and approval while dealing with defined to unclear regulatory issues.
- Prepare for the tribal, state and federal government jurisdictional involvement pertaining to hemp both on and off the Reservation.
- Learn about the importance of selecting the appropriate strains, site selection, processing, technical advisors and dialing in on the customer(s) that you'll sell your hemp products to.

Crop Insurance as a Critical Risk Tool: Why, How and Emerging Issues (Including Hemp Crop Insurance)

Wednesday 1:00 p.m.-1:50 p.m.

Champagne 1

Buying a crop insurance policy is a risk management tool available to agricultural producers. Producers should consider how a policy will work in conjunction with their other risk management strategies to insure the best possible outcome each crop year. This session assists producers in developing a good plan and helping to mediate risk.

Capitalizing on Legal Tribal Cannabis Opportunity

Wednesday 3:00 p.m.-3:50 p.m.

Champagne 1

Learn how to successfully manage the proper structure, plan and operations of a grow production, processing and retail aspects of cannabis in Indian Country. Hear success stories from the first tribe in the United States to implement legal marijuana on Reservation land. Discover the unique strategies in how tribes can differentiate themselves from competitive markets and industry. Learn the core aspects of the legal and regulatory, systems and internal controls from a tribal leadership and business executive standpoint.

BUSINESS DEVELOPMENT TRACK

Marketing in the Digital World

Monday 4:00 p.m.-4:50 p.m.

Versailles 4

Join the discussion as we explore today's ever-changing landscape of the world that is Digital Marketing. Interact with our panel of experts as they discuss proven strategies and the subtle nuances of today's digital marketing tools and its interconnections with public and media relations.

Keys to Strategic Expansion into the World's Most Exciting Foreign Markets

Tuesday 2:00 p.m.-2:50 p.m.

Skyview 2 at Bally's

This session covers export resources and programs that can help U.S. businesses connect with foreign buyers, and enter new markets around the globe.

In this session, the Export-Import Bank of the U.S. (EXIM) provides an overview of its financing tools used to win deals and grow business overseas. Discussion includes how to find international partners, and a local Native American business owner shares their first-hand experience with exporting.

Session Takeaways:

- Locate qualified and vetted buyers overseas
- Learn how to work through potential barriers in the global marketplace
- Win sales with competitive financing options

Building a Results-driven Master Plan

Tuesday 3:00 p.m.-3:50 p.m.

Skyview 2 at Bally's

Many Tribes have a bookshelf full of great plans that have never been implemented. This session discusses how to dust those plans off and apply best practices to finally move towards implementation. Understanding the typical pitfalls, expert panelists discuss why setting priorities, following timelines, establishing roles and responsibilities, properly allocating financial and staffing resources and building a communication and reporting plan all play a vital role in the process of moving from strategic planning to implementation.

Sponsored by:



Emerging Innovation: The Tribal Beverage Network - Opening the Doors to Tribal Distilling

Tuesday 4:00 p.m.-4:50 p.m.

Champagne 1

The Confederate Tribes of the Chehalis Reservation has partnered with Heritage Distilling Co. to work together on the expansion of Tribal economies through the creation of a first of its kind, Tribally-owned distillery and Tribal Beverage Network. Following the recent repeal of a section of the Federal Trade and Intercourse Act of 1834, which prohibited distilleries from manufacturing certain alcohol in Indian country, Tribes now enjoy unique benefits related to property and sales taxes associated with the production and sale of spirits on trust land as well as revenue generated by distilling, distributing and retailing spirits.

Native American Women in the Boardroom: A Conversation of Strategies, Wisdom and a Seat at the Table

Wednesday 1:00 p.m.-1:50 p.m.

Versailles 4

Native American women are making gains on positions in Tribal enterprises, businesses and non-profit boards. In the past 10 years native women numbers have increased in the boardroom and the reason is simple, in our tribal cultures the balance of the voice of the matrilineal and patrilineal societies understand the co-existence of listening and expressing the impacts of decisions. Panelists discuss how to earn your position, key mentors and diversity of thought process for success, influence and how to make the cultural vibe positive in the workplace.

Business Development Growth: Getting Your Business to the Next Level

Wednesday 1:00 p.m.-1:50 p.m.

Skyview 1 at Bally's

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 enables you to monitor whether you are achieving your business objectives and helps identify which direction you wish your business to grow. Join this session to explore strategies to turn your business plan into a dynamic template that leads to successful growth.

Attracting and Growing Business Investments Into Your Tribal Communities

Wednesday 1:00 p.m.-1:50 p.m.

Skyview 3 at Bally's

Develop overall strategy for economic development, enterprise development, and business development. Build necessary infrastructure to support strategic decisions. Design codes, processes, policies and procedures to make your tribal community a welcoming environment for business investment. Create a marketing strategy to educate and attract potential partners.

Native American Communities: Strategies for Achieving Public Affairs Goals

Wednesday 2:00 p.m.-2:50 p.m.

Skyview 2 at Bally's

This session explores how various tribal entities, businesses, Native American and Alaska Native leaders achieved their business, economic development, marketing, and policy goals. Panelists highlight the myriad strategies used to achieve public affairs goals, including marketing and social media, polling and research, state and federal lobbying, and public relations. Attendees leave with new ideas on how to achieve their public affairs goals.

Turn Your Business Idea into a Successful Business

Wednesday 3:00 p.m.-3:50 p.m.

Skyview 2 at Bally's

Business owners and tribally owned businesses are faced with the challenge of coming up with a unique vision that sets their company apart from the rest. Creative ideas on how to develop and manage a successful company is often difficult. Join our panel of experts as they describe how they turn ideas into practice.

ECONOMIC DEVELOPMENT TRACK

Modernizing Section 17 Corporations

Monday 1:00 p.m.-1:50 p.m.

Champagne 4

Indian Affairs is looking at ways to modernize Section 17 corporations to make them a more useful tool for Tribal economic development. This session includes a discussion of experiences with Section 17 corporations and improvements to better capture their potential benefits.

Financing New Tribal Buildings with Federal Lease Dollars: How Tribal Organizations Can Leverage Leases to Recover the Full Costs of Construction and Renovation

Monday 1:00 p.m.-1:50 p.m.

Versailles 1

In many Native communities, there is a rapidly expanding backlog of need for new and replacement facilities that house government programs serving Native Americans. The presenters will describe an actual case study involving the very first BIA Section 105 (I) lease and give an overview of the best negotiation strategies to obtain such a lease. The presentation will include an overview of how different Tribal entities, including Alaska Native Corporations or non-Tribal entities, can work together with Tribal entities, to secure Section 105(I) lease funding that will help spark a building boom in Native communities.

Overhauling Tribal Corporate Governance: Structuring the Separation of Business from Government

Monday 2:00 p.m.-2:50 p.m.

Versailles 4

Studies and headlines continue to tout the successes of tribal businesses that operate with a healthy separation from politics. Tribal businesses are inherently tied to politics because they are owned by tribal governments, yet tribal businesses need a level of autonomy to meet corporate goals-investment expectations. The details matter in this balancing act. Whether you have already created a tribal business entity or are thinking of investing in a tribal business, overhauling your tribal corporate governance into a well-oiled machine is a must. This session provides a dynamic journey through intimate and soul-searching tribal corporate governance considerations involved separating business from government. We cover a checklist of organic separation components, the tools critical to tribal governments to retain the proper amount of control of the company while positioning their businesses with the necessary assets, resources and authority to make headlines in a good way.

Sponsored by:



Tribal Consultation: Improving Indian Affairs' Energy Services to Tribes

Monday 3:00 p.m.-4:50 p.m.

Champagne 1

This consultation offers Tribes with the opportunity to provide input on Indian Affairs' ideas for improving its service delivery to Tribes for energy development.

Place Matters: Entrepreneurial and Business Education in Tribal Communities

Monday 3:00 p.m.-3:50 p.m.

Champagne 4

A facilitated panel discusses the unique adaptations of entrepreneurial and business education developed by tribal colleges and universities, community-focused organizations and business to support the economic landscape of their communities. Providing place-based, culturally integrated programs focused on community assets and family strengths is critical to supporting Tribal self-determination.

2020 Census in Indian Country and Native Alaska

Monday 4:00 p.m.-4:50 p.m.

Versailles 1

Please join us in a 2020 Census in Indian Country and Native Alaska panel session to listen and learn about the importance of having tribal citizens participate in the 2020 Census. Information is also presented on the 2020 Census AIAN Communications Campaign along with learning how to access tribal data from the U.S. Census Bureau.

National Native Organizations Working Together

Tuesday 2:00 p.m.-2:50 p.m.

Champagne 1

The leading national organizations representing Native communities, large enterprises, small businesses and entrepreneurs 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.

Innovating through Infrastructure: Section 105(I) School Construction

Tuesday 2:00 p.m.-2:50 p.m.

Versailles 4

Learn about the innovative way the Gila River Indian Community confronted the widespread problem of backlog in school construction. With an overcrowded, outdated school building, the Community took matters into its own hands, rather than waiting on incremental increases in appropriations. Thirteen months later, the Community had broken ground on a new, culturally grounded school, obtained financing, secured appropriations and entered into the first negotiated lease at the Department of the Interior utilizing section 105(I) of the Indian Self Determination and Education Assistant Act. The Community's school construction/leaseback pilot program is a game-changing approach that can be replicated throughout Indian Country for school construction and other infrastructure needs.

Tribal Leaders' Panel: Disruptive Leadership

Tuesday 3:00 p.m.-3:50 p.m.

Versailles 4

The disruptive leader is someone who is always looking for better solutions and ways to establish new processes while making an impact in their communities. This panel focuses on elected tribal leaders who have made great impacts in their own communities focusing on economic and business development.

Congressional and U.S. Policy Updates

Tuesday 3:00 p.m.-3:50 p.m.

Champagne 1

With the Congress entering its last session before the 2020 election, pressure continues to build for action on legislation promoted by Indian Country. Several key bills endorsed by the leading national native organizations need only House passage and Presidential signature to become law: S. 212, the Indian Community Economic Enhancement Act and S. 294, the Native American Business Incubators Program Act. Other major bills are moving closer to enactment, including S. 209, the PROGRESS Act expanding tribal self governance, and proposals to strengthen the Violence Against Women Act (VAWA). Gaining momentum are several tribal tax parity bills and new initiatives to expand financing opportunities for economic, energy and housing development in Indian Country. Attend this session to hear more about the latest developments on these and other legislative initiatives from key Congressional staff, and learn how you, your business, your tribe, and other tribal and native organizations can promote efforts to get these bills enacted into law this year.

Native Nations Institute: Rebuilding Native Nations - Strategies for Governance and Development

Wednesday 1:00 p.m.-1:50 p.m.

Bordeaux

Description Not Available.

Mapping Strategies To Enter Hemp Vs. Marijuana Industries

Wednesday 1:00 p.m.-1:50 p.m.

Champagne 4

A potential trillion dollar market is coming to North America. How can you participate? We have a stalwart of industry experts under SGL Partners to dissect the intricacies of both industries. How to multiply investments through vertical integration from seed to sale (cultivation, processing, retail) in order to maximize efficiency and profitability. How to utilize minority business law to leverage success in the cannabinoid space. We will discuss legal and logistical topics about Tribal entities for favorable result. How to create longterm strategic relationships based on achieving best practices for sustainable competitive edge.

Sponsored by:



Building Sustainable Tribal Economies: 10 Strategic Considerations

Wednesday 2:00 p.m.-2:50 p.m.

Champagne 4

This session will present a new decision-framing guide for economy building currently being developed by NCAI's Partnership for Tribal Governance. This concise guide is designed to train the focus of tribal nations on the key strategic considerations involved with building an integrated, sustainable, tribal economy. Centered on how to cultivate economic prosperity and community transformation, it poses probing questions that tribal leaders and other key decision-makers must ask of themselves, their governments, tribal employees, tribal citizens, and their current economic development efforts in order to craft economy-building approaches capable of achieving their long-term, nation-rebuilding goals. The breakout session will present an overview of the guide's structure and content, and provide session participants with an opportunity to contribute their perspectives to the guide's development.

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Housing, Homeownership, and Economic Development

Wednesday 3:00 p.m.-3:50 p.m.

Champagne 4

Housing is a foundational issue for public health and community building. In developing homeownership, Tribal nations have the opportunity to expand housing, build wealth, and build tribal institutions around credit and land management. In this panel, we will discuss housing and homeownership in tribal communities in the context of economic development, Tribal sovereignty, the trust relationship, and access to capital.

Alaska Natives Without Land

Wednesday 3:00 p.m.-3:50 p.m.

Versailles 1

Alaska Natives Without Land is a coalition of five Southeast Alaska communities that were unjustly omitted from the Alaska Native Claims Settlement Act of 1971 (ANCSA). The 4400 affected Alaska Natives and their communities are petitioning the U.S. Congress to amend ANCSA to include the five communities, create five new Urban Native corporations, grant 23,040 acres of federal land out of the Tongass National Forest to each new corporation, and enroll the 4400 prospective shareholders left landless from the original Act. The 200 village and urban corporations and 13 regionals formed under the original Act contribute billions of dollars in revenue annually to the Alaska economy and considerable economic, social and cultural benefit to their shareholders and communities.

Federal Contracting Assets On The Move

Wednesday 3:00 p.m. - 3:50 p.m.

Versailles 4

Federal contractors often need to restructure their assets. After attending this session you will walk away understanding what you should be thinking about when transferring federal contracts and associated assets including how to successfully novate contracts, data rights, internal reorganization, and past performance considerations.

FINANCE TRACK

Native Community-Focused Development & Initiatives to Meet Greater Capital Needs in Indian Country

Monday 2:00 p.m.-2:50 p.m.

Versailles 1

The U.S. Department of Treasury's Community Development Financial Institutions Fund (CDFI Fund) operates several programs that have increased access to needed capital for business, economic, housing and community development, and have the potential to do so much more. Attend this session to hear about the growing lending and capacity building capabilities of Native CDFIs, the CDFI Fund's bond guarantee program, and project financing made possible with New Market Tax Credits and Low-Income Housing Tax Credits.

Sovereign Wealth Funds: Exercising Tribal Sovereignty Through Wealth Management

Tuesday 4:00 p.m.-4:50 p.m.

Versailles 4

This panel discusses recent trends in sovereign wealth funds, lessons learned from sovereign wealth funds on the global stage, and unique opportunities and advantages for Indian tribes in this growing and evolving area. Panelists who have worked in the sovereign wealth fund arena will share their insights and experiences in creating, managing, and advising sovereign wealth funds, including individuals who have worked with tribes to implement new and innovative investment strategies.

Access to Capital

Wednesday 1:00 p.m.-1:50 p.m.

Versailles 1

For almost all businesses, capital is essential for functioning. While in simple terms, capital is the money or resources needed to open, operate, and profit, capital is more complex in the sense that it can come in many different forms. For some businesses, the resources necessary to operating come from traditional lending such as bank loans, Small Business Association loans, CDFIs or even personal credit cards. Hear from a panel of experts as they discuss access to capital in Indian Country.

Investing in Economic Development

Wednesday 2:00 p.m.-2:50 p.m.

Versailles 4

Panelists discuss economic development activities, co-investment examples/case studies and potential future collaboration.

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NATURAL RESOURCES TRACK

Future of Renewable Energy: An Economic Transition

Monday 1:00 p.m.-1:50 p.m.

Champagne 1

Tribal lands are home to innovation in deployment of clean energy technology including solar, wind and hydropower. This session focuses on how Indian Country can identify common goals around increased renewable energy innovation and gain access to greater efficiency, new markets and economic improvement on tribal lands.

Oil & Natural Gas

Monday 3:00 p.m.-3:50 p.m.

Versailles 4

Panelists examine issues related to oil and natural gas and its impact to Indian Country.

The Value of Water: Water and Wastewater Solutions as an Economic Development Driver

Tuesday 2:00 p.m.-2:50 p.m.

Champagne 4

The economy of Indian Country continues to grow; water has been a key driver. Along with growth comes many challenges to providing support for reliable, efficient and cost effective water and infrastructure solutions. Panelists share their experiences,

challenges and approaches on the subject and discuss the key elements of water resources and infrastructure master planning that can be implemented to provide support for economic growth.

Tribal Energy Update 2020: Key Energy Issues for Tribal Communities in The New Decade

Wednesday 2:00 p.m.-2:50 p.m.

Champagne 1

Commercial and economic development success is key for all Tribal Communities. The role of energy and infrastructure in that success must not be left out of the conversation. Listen as panelists discuss how energy matters to Tribal economic development. This session includes valuable information regarding energy infrastructure models, updates on energy technology and key things to keep in mind for the upcoming decade of commercial and economic development.

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PROCUREMENT TRACK

Financing Alternatives to Make It Happen**Tuesday 2:00 p.m.-2:50 p.m.****Versailles 1**

Innovation and growth come with a cost. Whether you've just been awarded a major contract that will require a growth spurt, or aren't in contracting and want to grow your firm through acquisition, you may be seeking financing to make this growth happen. Many government contractors and other companies are not aware of the financing options available to them. This session explores financing solutions, specifically how refinancing existing debt, acquisition financing, contract mobilization financing and lines of credit can help companies achieve new levels of growth. Join this session as panelists explain available financing options to contractors, tribally owned company and business owners.

Strategies, Tips and Tricks for Government Contract Compliance**Tuesday 3:00 p.m.-3:50 p.m.****Versailles 1**

Join a panel of subject matter experts as they explore the regulatory complexities of the government contracting landscape for small Native enterprises eyeing growth into the full and open competitive marketplace. The 8(a) Business Development Program is a gateway for Tribes, ANCs, and NHOs into the vast marketplace of government contracting. However, the road to success is rife with regulatory potholes that can present risk to your organization and prevent you from reaching the ultimate goal of graduating from the 8(a) ranks. Our panel of experts, including representatives from Tribal enterprise, explore the regulatory risks and barriers to success associated with government contracting, and share tips, tricks, and best practices for reaching your ultimate potential.

Supplier Diversity and Inclusion**Tuesday 4:00 p.m.-4:50 p.m.****Versailles 1**

Supplier diversity and inclusion is a topic that's often overlooked in corporate sustainability circles. This session aims to provide information on how entrepreneurs, business owners and tribes can enter the supply chains of corporate America. The session provides best practices among some of the leading practitioners in North America.

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**Buying Your Way In: M&A Issues Arising Out of Acquiring a Government Contractor****Wednesday 2:00 p.m.-2:50 p.m.****Skyview 3 at Bally's**

A key component for government contractors is having the right past performance that permits them to qualify for, and win, government contracting opportunities. New entities, however, sometimes struggle to develop that past performance, either through lack of infrastructure or opportunity to do the work. Accordingly, many Tribal entities look to obtain past performance by acquiring an existing government contractor, and use their acquisition's past performance as an entry into government contracting. This session discusses the issues that arise out of acquiring a government contractor, including conducting due diligence, tax issues, compliance with SBA small business program regulations, and M&A risk management.

Updating the Buy Indian Act: Unlocking Construction Set-asides, Strengthening and Streamlining Oversight, and Improving Compliance**Wednesday 3:00 p.m.-3:50 p.m.****Skyview 3 at Bally's**

Experts from the Office of Small and Disadvantaged Business Utilization (OSDBU) take attendees on a deep-dive into the Buy Indian Act.

TECHNOLOGY TRACK

Grow Your Online Business**Monday 4:00 p.m.-4:50 p.m.****Champagne 4**

This session features what it takes to build an online presence for the next generation of entrepreneurs. Tech tools allow businesses in rural areas to access potential customers and create awareness of their products and services. Accessing the economy from everywhere is possible, and we'll be sharing what we've learned in our collaboration building websites along the way.

Leveraging Technology to Optimize Business Performance**Tuesday 3:00 p.m.-3:50 p.m.****Champagne 4**

This session highlights technology innovators that help everyone from entrepreneurs to established business owners

access a range of resources, suppliers diversity, finance and business solutions that can connect to customers, scale, and conduct business more efficiently and globally.

Women in Technology**Tuesday 4:00 p.m.-4:50 p.m.****Champagne 4**

Hear from women business owners and managers who have developed strategies to help give a voice to other colleagues and strengthen their own voice in the process. While the session content is focused on elevating women in technology, it can also be applied to elevating tribal employees, entrepreneurs or business owners.

TECHNOLOGY TRACK (CONTINUED)

Digital Transformation and Security

Wednesday 1:00 p.m.-1:50 p.m. Skyview 2 at Bally's

This special session takes participants on a journey through the new Digital Transformation and Cyber Security age and how businesses that adopt technology concepts and transformation are more likely to succeed in today's marketplace. Learn from leaders in digital transformation and cyber security about such topics as passwords, building secure, affordable and appropriate computer authentication infrastructures, and even measures for tribal casinos to ensure that cybersecurity is a top priority. The discussion covers how businesses are using the latest technology concepts to achieve more, be more productive, secure their enterprises and ultimately drive more revenue.

Building Science, Technology, Engineering and Math (STEM) Capacity in Indian Country

Wednesday 2:00 p.m.-2:50 p.m. Skyview 1 at Bally's

The Alaska Native Science and Engineering Program's objective is to effect systemic change in the hiring patterns of Alaska Natives in science and engineering by placing students on a career path to leadership. ANSEP students at every level are successful at rates far exceeding national and state numbers. Join this session to learn about ANSEP's award winning educational model where students go from eighth grade to a STEM Bachelor's degree in six years.

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Advancements in Biometric Devices and Telehealth Solutions Supporting Native American Health

Wednesday 3:00 p.m.-3:50 p.m. Skyview 1 at Bally's

Explore the recent advancements in biometric devices and telehealth solutions that have the potential to passively detect blood alcohol concentration in real time. These predictive technologies have the added potential to minimize common health risks among American Indian (AI) and Alaskan Native (AN) communities, including diabetes, heart conditions, mental health challenges, and domestic abuse.

WORKFORCE DEVELOPMENT

The Importance of Corporate Partnership and Marketing

Monday 2:00 p.m.-2:50 p.m. Champagne 1

In today's business environment having a shared economic and commercial goal is extremely important. For business owners and executives, having the right team is crucial. Representatives from corporate America discuss the importance of partnerships, creative marketing and building the right teams. They also address the value of strategic alliances as well as the significance of employee networks.

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The Reach of Tribal Preference and Equal Employment Opportunity Laws for Tribally Owned Entities

Wednesday 2:00 p.m.-2:50 p.m. Versailles 1

Most businesses only consider growing their business through business development, but what if you could grow your business exponentially through Mergers and Acquisitions? Put your business in the fast lane using purchase contracts and past performance. This program provides you with the basics of M&A, including finance and legal considerations.

Wellness in the Workplace: Demystifying the What and How

Monday 2:00 p.m.-2:50 p.m. Champagne 4

Major fortune 500 companies have adopted employee wellness programs with 15%-20% ROI. What can we expect in Indian Country? Join this session as we review current observed programs and explore not only the 'what/how', but give actual action plans you can take with you.

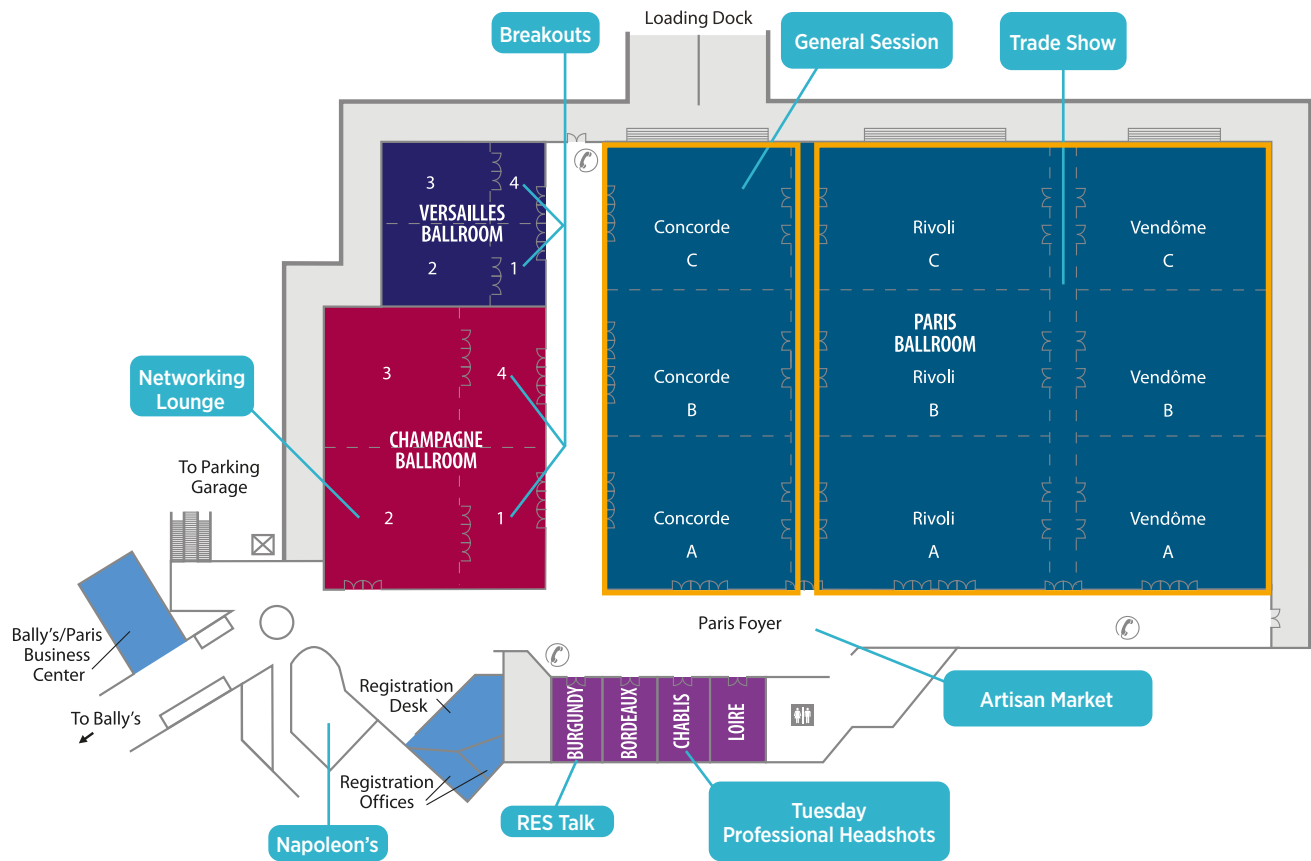


Paris Spa by Mandara and our two Wedding Chapels are located on the second level and may be reached by L'Hôtel elevators.

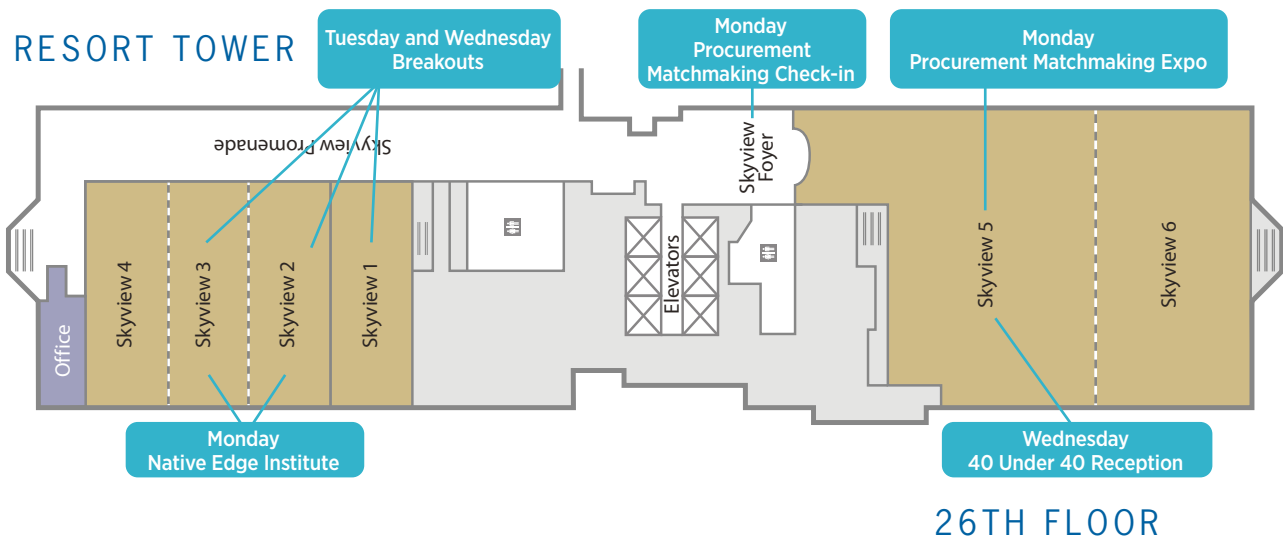
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The Native Edge Training provides all Members online access to a fully interactive training and skills curriculum designed to address topics most relevant to doing business in Indian Country; including content from NCAIED's Reservation Economic Summits.

- Community

The Native Edge Community is where Indian Country networks online for business. Native Edge members have a variety of interactive and social tools to communicate with other members of the Native Edge community, including Native Edge Member Groups, the Native Edge business directory.

- Procurement

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SPECIAL EVENTS



Welcome Reception

Monday, March 2

5:00 – 7:00 p.m.

Location: Drai's Nightclub at the Cromwell

Enjoy live music at one of the hottest nightclubs with the best views in Vegas!

A short walk from the Paris Hotel & Casino.

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Trade Show Reception

Tuesday, March 3

5:00 – 8:00 p.m.

Trade Show Floor

Don't miss out on this fun opportunity to visit the exhibits and hear **Emcee One** play while you network with Exhibitors.

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Youth Business Plan Competition

Tuesday, March 3

5:30 – 7:00 p.m.

Trade Show Stage

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Professional Headshot Session

Tuesday, March 3

8:30 a.m. – 6:00 p.m.

Location: Chablis Room - Paris Hotel

Don't miss an opportunity to get an updated headshot for your professional needs!

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AMERICAN PETROLEUM INSTITUTE



Quarles & Brady LLP's Indian Law and Policy Practice Unveiling Reception

Tuesday, March 3

8:30 – 10:30 p.m.

Location: Skyview 3 - Bally's

Exclusive cocktail & dessert event while enjoying breathtaking views of the strip at Bally's. Come meet & mingle with the Q&B's Indian Law & Policy Practice members.

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40 Under 40 Reception

Wednesday, March 4

5:00 – 8:00 p.m.

Location: Skyview 5 & 6 - Bally's

All attendees are welcome to attend! Enjoy live music, dancing, and networking with fantastic views of Las Vegas from the 26th floor of Bally's.



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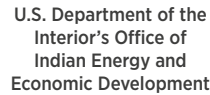
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Booth 532

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Booth 103



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BAE Systems

Booth 511

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Native American-Owned Advisory Firm protecting and strengthening Tribal Sovereignty. Our sole focus is to provide advisory services to Indian Country through our guiding principles of Passion, Dedication, Commitment, Respect. These four words are the driving force behind Blue Stone Strategy Group's team of strategists, tribal advisors, and subject-matter experts as we work to create stronger economies and communities for our tribal clients.



California Water Association

Booth 125

www.calwaterassn.com

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California Water Association is a trade organization representing the regulated water utilities in California. The larger Class A utilities include California Water Service, California American Water, Golden State Water, Liberty Utilities, San Gabriel Valley Water, San Jose Water, and Suburban Water.



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Booth 518

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First Nations Development Institute

www.firstnations.org

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financial grants in five key areas: Achieving Native Financial Empowerment, Investing in Native Youth, Strengthening Tribal & Community Institutions, Advancing Household & Community Asset-Building Strategies, and Nourishing Native Foods & Health.



Gila River Indian Community

www.Gilariver.org

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The Gila River Indian Community has a reservation land area of nearly 640 square miles or 372,000 acres, located just south of and adjacent to the metropolitan areas of Phoenix, Tempe, Chandler, and Queen Creek. The cities of Florence and Coolidge are just to the east of the Community boundaries; additional, Casa Grande and the town of Maricopa are located just south of the Gila River Indian Community. The Tribal administrative offices and departments are located in Sacaton, Arizona and serve residents throughout the seven community districts. The Gila River Indian reservation was established by an act of Congress in 1859, and the Gila River Indian Community was federally-recognized by Congress in 1939. The community is home to the Akimel O'otham (Pima) and the Pee-Posh (Maricopa) tribes.



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Booth 229



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Booth 305



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At KeyBank, we have a 60-year history of doing business with Native American Tribes and their related entities. We are driven, committed, and passionate about solving the important issues you face – with more than 70 Native American Tribes and Tribal Enterprises served coast to coast.



Koniag Government Services

Booth 225

www.koniag-gs.com

Bronze and '40 Under 40' Reception Sponsor

Koniag Government Services (KGS) is an Alaska Native Owned corporation supporting the values and traditions of our native communities through an agile employee and corporate culture delivering Enterprise Solutions, Professional Services and Operational Management to Federal Government Agencies. We apply proven commercial solutions to a deep knowledge of Defense and Civilian missions to provide forward-leaning technical, professional, and operational solutions.

Lighting the Pathway to Connectivity *Our Gateway to Economic Opportunities* **June 2 & 3, 2020**

Victoria Inn Hotel and Convention Centre
Winnipeg, Manitoba

Clear Sky Connections is an emerging major First Nation entity to provide broadband connectivity via a high-speed fibre optic network to its membership and beyond. An ICT Centre of Excellence is the training vector that will sustain the smoke signals of the future.

Speakers will include:



Chief Clarence Louie,
Ojibwe Indian Band



Jean Harper,
Founder/CEO,
Cheekbone Beauty



Chief Marcel Moody,
Nisichawayasihk Cree Nation

GoToRegister.ca/ClearSky

Toll Free: 1-866-295-7115

Fax: 1-866-295-3580

Email: ClearSky@GoToRegister.ca





Leisnoi, Inc.

www.leisnoi.com

Break Sponsor

Leisnoi is an Alaska Native Village Corporation. Our roots are from the Kodiak Archipelago. Our purpose is to provide shareholder benefits, manage our lands and preserve Alutiiq heritage. Leisnoi has subsidiary companies performing government contracting work in environmental services, construction and facilities services.



Lockheed Martin

www.lockheedmartin.com

Silver Sponsor

Headquartered in Bethesda, Maryland, Lockheed Martin is a global security and aerospace company that employs approximately 110,000 people worldwide and is principally engaged in the research, design, development, manufacture, integration and sustainment of advanced technology systems, products and services. The Corporation's net sales for 2019 were \$59.8 billion.



Mandan Hidatsa Arikara Nation

www.mhanation.com

Patron Sponsor

The MHA Nation also known as the Three Affiliated Tribes, is located on the Fort Berthold Indian Reservation in central North Dakota on the Missouri River. The reservation consists of 988,000 acres. MHA Nations goal is to provide the Tribe and people, maximum quality services, by being responsible, accountable, respectful, caring, and will incorporate the traditional values of its ancestors.



McCabe CPA Group

www.mccabecpa.com

Bronze Sponsor

We are a 100 percent Native owned full service accounting firm. We have embraced technology to provide Native America with professional accounting, consulting and auditing services at lower costs. We do not make you pay for our overhead like many firms do. Please visit us. Native answers by and for Natives.



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www.mgmresorts.com

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MGM Resorts International (NYSE: MGM) is an S&P 500® global entertainment company with national and international locations featuring best-in-class hotels and casinos, state-of-the-art meetings and conference spaces, incredible live and theatrical entertainment experiences, and an extensive array of restaurant, nightlife and retail offerings. MGM Resorts creates immersive, iconic experiences through its suite of Las Vegas-inspired brands. The MGM Resorts portfolio encompasses 30 unique hotel and destination gaming offerings including some of the most recognizable resort brands in the industry. For more information visit us at www.mgmresorts.com.



National Indian Gaming Association (NIGA)

www.indiangamingtradeshow.com

www.indiangaming.org

Patron Sponsor

The mission of NIGA is to protect and preserve the general welfare of tribes striving for self-sufficiency through gaming enterprises in Indian Country. To fulfill its mission, NIGA works with the Federal government and Congress to develop sound policies and practices and to provide technical assistance and advocacy on gaming-related issues. In addition, NIGA seeks to maintain and protect Indian sovereign governmental authority in Indian Country.

Booth 405



Strengthening Indigenous Governance

Native Nations Institute (NNI)

Booth 607

www.nni.arizona.edu

Break Sponsor

Looking to strengthen your governance and community? Meet with NNI, a resource for Indigenous nations, communities, and leaders, to learn why some Native nations are more successful than others (Native Nation Building Approach). Learn how to access NNI's online resources, live educational sessions, and customized training/facilitated sessions to enhance your toolkit to affect your nation's political, economic, and community development.



Navajo Tourism Department

Booth 105

www.discovernavajo.com

Bronze Sponsor

A program under the Navajo Nation Tribal Government within the Division of Economic Development. The Navajo Tourism Department (NTD) consists of five (5) staff to address three (3) program areas: Leadership/Administration, Marketing/Public Relations, & Project Development, in relation to tourism-based economic development projects on the Navajo Nation.



Navajo Transitional Energy Company (NTEC)

www.navajo-tec.com

Registration and Lunch Sponsor

Navajo Transitional Energy Company (NTEC), created in 2013, owns Navajo Mine in northwestern New Mexico on the Navajo Nation. Navajo Mine through NTEC and mine operator Bisti Fuels, generates about \$35 million annually for the Navajo Nation and employs hundreds of Navajo workers.



Nike N7

www.n7fund.nike.com

Golf Polos Sponsor

Through Nike's N7 Fund, we support organizations that provide sport and physical activity programming to youth in these communities. The N7 Fund helps them reach their greatest potential through play and sport and creates more equal playing fields for all.



Northrop Grumman

Booth 517

www.northropgrumman.com

Bronze Sponsor

Northrop Grumman is a leading global security company providing innovative systems, products, and solutions in autonomous systems, cyber, C4ISR, strike, and logistics and modernization to customers worldwide.



Paskenta Band of Nomlaki Indians

www.paskenta-nsn.gov

Breakout Session Sponsor

Paskenta Band of Nomlaki Indians is a federally recognized sovereign nation located in Northern California with a deep tradition of resiliency, culture, and a strong vision for the future of all peoples living in the Corning-Paskenta Tribal Community.



PilieroMazza PLLC

Booth 123

www.pilieromazza.com

Patron and Registration Sponsor

PilieroMazza is a full-service law firm serving the legal needs of government contractors and commercial businesses. Clients benefit from our nearly 30 years of experience assisting companies successfully navigate their compliance concerns. We work as a team to support our clients in the following core practice areas: Government Contracts, Business & Corporate, Labor & Employment, and Litigation & Dispute Resolution.



POEM - People of Earth Matter
a subsidiary of Mandaree

www.poemstrategic.com www.mellc.co

Networking Lounge Sponsor

People of Earth Matter (POEM) is an entrepreneurial platform that allows non-tribal entities to partner with a sovereign Native American tribal business in the pursuit of commercial opportunities and strategic acquisitions. We engage in ventures that maximize the unique legal, economic, and regulatory advantages accompanying tribal participation or ownership. POEM belongs to the award-winning Mandaree Enterprises family of companies, a successful, tribally-owned business with 30 years of experience working with the federal government and commercial partners in industries across the United States and abroad.



Quarles & Brady LLP'S Indian Law and Policy Practice

www.quarles.com

Host Your Own Reception Sponsor

The Indian Law and Policy Practice Group of Quarles & Brady offers a full-service practice that provides legal counsel with experience and knowledge in the full range of issues that affect the operations of businesses and governments at every level—tribal, regional, and national. We proudly represent tribal nations, tribal enterprises and those doing business on tribal land, as well as provide counsel for matters involving state and federal agencies that involve tribal interests.

Raytheon

Raytheon Company

www.raytheon.com

Registration Sponsor

Raytheon Company is a technology and innovation leader specializing in defense, civil government and cybersecurity solutions. With a history of innovation spanning 97 years, Raytheon provides state-of-the-art electronics, mission systems integration, C5ITM products and services, sensing, effects, and mission support for customers in more than 80 countries.



SGL Partners Inc.

Breakout Session Sponsor

SGL Partners Inc. is a mergers and acquisitions firm specializes in the Hemp/Marijuana industries. SGL multiplies investments through vertical integration from seed to sale to maximize efficiency and profitability.



Sky Bear Media

www.skybearmedia.com

Sky Bear Media is a Native-owned full service video production company specializing in working with Tribes and tribal organizations across the country. We provide script to screen services designed to translate your ideas into compelling video content.



Square

www.squareup.com

Patron Sponsor

Square, Inc. revolutionized payments with Square Reader, making it possible for anyone to accept card payments using a smartphone or tablet. Today, we build tools to empower businesses and individuals to participate in the economy. Sellers use Square to reach buyers online and in-person, manage their business, and access financing.



Tallchief Hemp

www.tallchiefhemp.com

Bronze Sponsor

Tallchief Hemp, a CBD brand with exceptional products and service, based out of Western New York. This brand was created so that people could benefit from the hemp plant once again, like our ancestors did. CBD is "Mother Earth's Medicine" and we are happy to help spread the wellness to advance healthy living in body, mind, and spirit for all.

Booth 213



Tribal Tech, LLC

www.Tribaltechllc.com

Breakfast Sponsor

Tribal Tech, LLC is a Native American, and third-party verified women-owned small business (WOSB). As a management and technical services consulting company, Tribal Tech, LLC provides a diverse range of services to Native American tribes, federal agencies, and private businesses. Tribal Tech's guiding principles of "People, Performance and Partnership" are woven into every aspect of the company.



Tshimakain Creek Research & Diagnostics Lab

Booth 601

www.t-creekrd.com

Break Sponsor

T-Creek R&D Lab has been doing business for 20 years and we have recently expanded our services to include the Protein Unstable Lesion Signature Cardiac Test (PULS). The test results will tell you if you are at risk for a heart attack in the next 5 years. It is a simple blood test developed by Dr. Doug Harrington. New/Innovative!



TW Metals, LLC

www.twmetals.com

Break Sponsor

TW Metals, an O'Neal Industries affiliate company, is a specialty metals distributor serving customers worldwide for more than 100 years. Headquartered in Exton, Pennsylvania, TW offers customers tube, pipe, bar, sheet, plate and extrusions in stainless, aluminum, nickel, titanium and other high-value alloys.



U.S. Census Bureau (USCB)

Booth 128

www.census.gov

Bronze Sponsor

The Census Bureau's mission is to serve as the nation's leading provider of quality data about its people and economy.



U.S. Department of Energy (DOE) Environmental Management Office

Booth 205

www.energy.gov/em/services/program-management/acquisition

Premier Partner

The U.S. Department of Energy Office of Environmental Management (EM) is responsible for the safe cleanup of the environmental legacy brought about from five decades of nuclear weapons development and government-sponsored nuclear energy research at sites throughout the United States. EM oversees an annual budget of approximately \$6.5 billion dollars. Over 90 percent of EM's budget is contracted to industry.



U.S. Department of Energy (DOE) Loan Programs Office

Booth 205

www.energy.gov/lpo

Premier Partner

The Department of Energy's Loan Programs Office (LPO) finances large-scale, all-of-the-above energy infrastructure projects in the United States. LPO administers the Tribal Energy Loan Guarantee Program (TELGP), a partial loan guarantee program that can guarantee up to \$2 billion in loans to support economic opportunities to tribes through energy development projects and activities.



U.S. Department of Energy (DOE) Office of Indian Energy Policy and Programs

Booth 205

www.energy.gov/indianenergy

Premier Partner

The U.S. Department of Energy (DOE) Office of Indian Energy Policy and Programs is authorized to fund and implement a variety of programmatic activities that assist American Indian Tribes and Alaska Native villages with energy development, capacity building, energy cost reduction, and electrification of Indian lands and homes.

**U.S. Department of the Interior's
Office of Indian Energy and Economic
Development**

Bronze Sponsor

(IEED) provides technical assistance for fossil fuel and renewable energy projects on Native lands; administers the Indian Loan Guarantee and Insurance program, which leverages more than \$150 million annually in economic activities throughout Indian Country; and helps build legal infrastructure and foster commercial opportunities in Native communities.



UPS

www.ups.com/supplierdiversity

**Opening Networking Reception and Trade Show
Reception Sponsor**

Founded in 1907 as a messenger company in the United States, UPS has grown into a multi-billion-dollar corporation by clearly focusing on the goal of enabling commerce around the globe. Today, UPS is a global company with one of the most recognized and admired brands in the world. We have become the world's largest package delivery company and a leading global provider of specialized transportation and logistics services. Every day, we manage the flow of goods, funds, and information in more than 200 countries and territories worldwide.



US Government Grants (USGG)

www.usgg.net

Breakout Session Sponsor

US Government Grants is an award-winning grants consulting team that specializes in writing grants for Native American Tribes, Native American enterprises, and for profit companies that do business with Native American Tribes. Our team of grant writers have won over \$800 MILLION in grants for our clients since 2001. Contact us at www.usgg.net or www.rflavin.com for more information.

**Van Ness
Feldman** LLP

Van Ness Feldman LLP

www.vnf.com

President's VIP Reception

Van Ness Feldman LLP has served Alaska Native and American Indian communities and the businesses they own and operate since the day the firm opened its doors in 1977. Among the firm's very first clients was a regional Alaska Native Corporation ("ANC") that today has over \$1 billion in gross revenue. From the firm's inception through the present day, Van Ness Feldman professionals have been at the cutting edge of legislative, regulatory, litigation, and transactional solutions that power economic development for Native peoples.



Wells Fargo

Booth 426

www.wellsfargo.com/nativecommunities

Breakout Session Sponsor

For more than 50 years, Wells Fargo has served the financial needs of Native communities. As the leading provider of capital and financial services to tribes and tribally-owned enterprises in the Native American market, we have built banking relationships with over 400 tribal entities and established more than 50 branches on or near tribal lands. Learn more at wellsfargo.com/nativecommunities.



**Wild Horse Pass Development
Authority**

Booth 327

www.wildhorsepass.com/development

Golf Tournament Sponsor

Wild Horse Pass is conveniently located in Phoenix's East Valley with a current population of nearly 1.2 million, projected to grow to 1.4 million by 2020. There is a labor force of more than 750,000 in the East Valley comprising 42 percent of the total workforce in the metro-Phoenix area, making it a daytime employment hub. The communities of the East Valley boast one of the highest educational attainment levels in the nation. More than 40 percent of the population has a college degree, with more than 25 percent holding a bachelor's degree and 15 percent holding a graduate degree.

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ARTISAN MARKET

as of 2/18/2020

TRADE SHOW

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4 Directions Media	232	First Peoples Worldwide	708	Native Canadian Chip Corporation	626	Tallchief Hemp	213
7 Bison Cultural Consulting	617	Galloway Consulting	324	Native Energy Solutions	102	Tepa Companies	409
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We can't wait to see you next year!

RES 2021

March 15-19, 2021

Location: Paris Las Vegas



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this is how
empowered
becomes

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