

Hosted by:



# REGIONAL INDIAN BUSINESS **SUMMIT**

DECEMBER 8-9, 2014 • RADISSON HOTEL  
BISMARCK, ND

STRENGTHENING TRIBAL ECONOMIES  
& NATIVE BUSINESSES



[www.ndiba.com](http://www.ndiba.com)

# MAIN SPONSORS

The 2014 Regional IBA Summit is sponsored by the Indian Business Alliances from North Dakota, South Dakota, Montana, Minnesota and Wisconsin.



## Co-Sponsor

The 2014 Regional IBA Summit is co-sponsored by the Coalition of Indian Housing Advocates and Native Developers.



## Major Underwriters

The 2014 Regional IBA Summit is underwritten in part through the generous support and funding from the following organizations.



## B2B Matchmaking Session

The Matchmaking Session is brought to you by the Native American Development Corporation PTAC headquartered in Billings, MT, and the MBDA Business Center in Bismarck, ND.



# WELCOME

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## Al Nygard, (MHA Nation)

NDIBA Executive Director

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Welcome to the 2014 Regional Indian Business Summit. We are honored by your presence, and we look forward to sharing with and learning from one another.

As the host of this year's Summit, the North Dakota Indian Business Alliance (NDIBA) believes our people and communities are best served through a spirit of cooperation and collaboration between tribal, public and private entities. With this in mind, we've partnered with numerous organizations and agencies to make this year's Summit possible.

We are grateful for the leadership and support provided by the family of Indian Business Alliances (IBAs) from across the region in Montana, Minnesota, South Dakota and Wisconsin. We also acknowledge the involvement of the Coalition of Indian Housing Advocates and Native Developers (CIHAND) in co-sponsoring this year's event. Additionally, our corporate, government and philanthropic sponsors have enabled us to bring high quality presenters from all across the country to share their expertise and wisdom.

At this year's Summit, you'll gain new insights and knowledge from over 50 presenters and subject matter experts on a wide array of topics. Key presentations will address Tribal Economic Development, UCC Implementation, Accessing Capital and Lessons Learned from Native Entrepreneurs.

We look forward to our time together. Welcome.

## North Dakota Indian Business Alliance - Host Organization Executive Board Members

Al Nygard (MHA Nation)

NDIBA Executive Director and President of ANC Management Consulting

Mike Mabin (Turtle Mountain Band of Chippewa Indians)

NDIBA Board President and CEO of Agency MABU

Scott Davis (Standing Rock Sioux Tribe)

NDIBA Treasurer and Executive Director of the ND Indian Affairs Commission

Bonnie Malo (Turtle Mountain Band of Chippewa Indians)

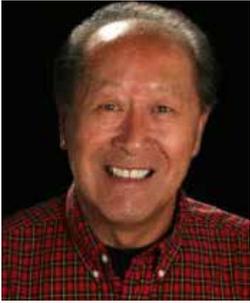
NDIBA Board Secretary & Community Services Director, ND Department of Commerce

Brek Maxon (MHA Nation)

NDIBA Executive Board Member and Project Director of the MBDA Business Center, Bismarck

# KEYNOTE SPEAKERS

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## Bill LeCaine, (Lakota Sioux)

President/CEO, Arrow Rezolutions

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Bill LeCaine was born on the Lakota Sioux Wood Mountain reserve in Saskatchewan, Canada, in 1938. He is a distant relative of Sitting Bull and direct descendant of Chief Black Moon who fought with Sitting Bull at the battle of the “Little Big Horn”.

His mother took him off the reserve at an early age. From there, he lived with her on skidrow in Moose Jaw. After living on the street, the government took him away from his mother and he went to live in a children’s shelter where he met two sisters that he never knew existed. The Government eventually closed the shelter and his sisters went one way and he went the other. The government moved him to Regina, Saskatchewan, where he eventually lived in various foster homes. He was never adopted.

He began his NHL hockey career with a scholarship from the University of North Dakota. From there, he played in the International Hockey League with teams in Denver, Minneapolis and Port Huron. His career also included stints with the Baltimore Clippers in the American Hockey League and Pittsburgh Penguins of the NHL.

Today, he is President & CEO of the Arrow Rezolutions (A Native American Owned Company) in Centennial, Colorado.



## Waylon Honga (Hualapai)

Peaks Advocacy Group

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Waylon Honga is a member of the Hualapai Tribe. The Hualapai people have lived in and around the Grand Canyon since time began. There are approximately 2300 Hualapai people and they occupy a million acre reservation in Northwest Arizona.

Waylon received a Bachelor’s Degree in Business Administration from Northern Arizona University in May 1994. Waylon was fortunate to serve a total of 10 years on the Hualapai Tribal Council from June 1994 to June 2012.

Waylon worked in various management positions for the Grand Canyon Resort Corporation. The Grand Canyon Resort Corporation (GCRC) is the Hualapai Tribe’s business management and economic development branch. GCRC manages the Hualapai Lodge and Diamond Creek Restaurant, Hualapai River Runners, Grand Canyon West and the Skywalk.

The Hualapai Tribe’s tourism ventures are the most successful, non-gaming, operations in Indian Country. In 2012 GCRC generated \$70 million in revenue and employed over 600 people.

In 1997 Waylon developed a presentation to illustrate basic economic concepts. His goal was to educate tribal members about economic development, the role of tribal government as well as the Hualapai Tribe’s relationship with the federal government. Waylon believes coupling entrepreneurship with cultural revitalization could help America’s native people.

Waylon joined Peaks Advocacy Group, a lobbying firm, in May 2013 and he focuses on strategic planning and economic development on tribal lands.

# PROGRAM SCHEDULE

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## SUNDAY, DECEMBER 7

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**7:00 PM – 9:00 PM**      **Onsite Registration Open**

*Galleria Ballroom Lobby*

## MONDAY, DECEMBER 8

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**7:00 AM – 9:00 AM**      **Onsite Registration Open**

*Galleria Ballroom Lobby*

**7:00 AM – 9:00 AM**      **Complimentary Coffee and Assorted Rolls**

*Rembrandt*

**8:00 AM – 8:30 AM**      **Opening Session**

**Opening Session – “Welcome and Overview of the Summit”**

*Rembrandt*

*Welcome:* Al Nygard, ND Indian Business Alliance

*Introductions:* Scott Davis, ND Indian Affairs Commission

*Opening Remarks:* Drew Wrigley, ND Lieutenant Governor

Mike Seminary, Mayor of Bismarck

**8:30 AM – 10:00 AM**      **Plenary Session**

**Lessons to be Learned from Successful Native American Entrepreneurs & Executives**

*Rembrandt*

This session will explore the upsides and downsides of starting and growing business enterprises. The facilitator will share stories of successful Native-owned entrepreneurs and executives who’ve stood the test of time including Beaver Creek Archaeology, Missouri River Resources, Batteries & Bulbs and Turtle Island Communications. Leaders from these companies will then share the lessons they’ve learned, as well as the pitfalls to avoid, for anyone who aspires to run their own business or serve at a senior executive level.

*Facilitator:* Mike Mabin, Agency MABU

*Panelists:* Wade Burns, Beaver Creek Archaeology

Dave Williams, Missouri River Resources

Bill Condon, Batteries & Bulbs

Madonna Yawakie, Turtle Island Communications

# PROGRAM SCHEDULE

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Monday, December 8, (continued)

## 9:00 AM – 10:00 AM Break Out Sessions

These breakout sessions will provide attendees with information about various government programs and services available to assist businesses with funding, operating and marketing their organizations. Presentations will be provided by representatives from the U.S. Small Business Administration (SBA), the Small Business Development Center (SBDC of North Dakota) and the U.S. General Services Administration (GSA).

### Technical Support Available through the SBDC and CEDC

*Wyeth-Rockwell*

*Presenter:* Tyler Demars, North Dakota Small Business Development Center and Common Enterprise Development Corporation

### 8A Certification and other SBA Programs Available to Native Owned Businesses

*Renoir/Russell*

*Presenter:* Dale VanEckhout, Senior Area Manager, Small Business Administration

### The Benefits of Securing a GSA Schedule

*Van Gogh/Remington*

*Presenter:* Pennie Estrada, Business Specialist, U.S. General Services Administration

## 10:00 AM – 10:15 AM Break & Trade Show

*Galleria Lobby*

Participants visit vendor and art booths

## 10:15 AM – 11:50 AM Plenary Session

### Lessons to be Learned from Leaders in Workforce & Economic Development

*Rembrandt*

This session will explore the many initiatives underway throughout the region to promote workforce and economic development efforts among tribes and their members -- both on and off their reservation lands. The facilitator will discuss the important role that collaboration plays between public, private and tribal entities. The panelists will discuss their organization's efforts to respond to market needs and deliver programs and services that create value for their customers, employees and communities served.

*Facilitator:* Scott Davis

*Panelists:* Clarence O'Berry, Mandaree Enterprises

Dr. Jim Davis, Turtle Mountain Community College

Phil Baird, United Tribes Technical College

Bill Tuttle, ChipTronics

# PROGRAM SCHEDULE

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Monday, December 8, (continued)

## 10:45 AM – 11:50 AM Break Out Sessions (Repeat Sessions)

These breakout sessions will provide attendees with information about various government programs and services available to assist businesses with funding, operating and marketing their organizations. Presentations will be provided by representatives from the U.S. Small Business Administration (SBA), the Small Business Development Center (SBDC of North Dakota) and the U.S. General Services Administration (GSA).

### 8A Certification and other SBA Programs Available to Native Owned Businesses (repeat session)

*Renoir/Russell*

*Presenter:* Dale VanEckhout, Senior Area Manager, Small Business Administration

### The Benefits of Securing a GSA Schedule (repeat session)

*Van Gogh/Remington*

*Presenter:* Pennie Estrada, Business Specialist, U.S. General Services Administration

## 11:50 AM – 12:15 PM Break & Trade Show

*Galleria Lobby*

Participants visit vendor and art booths

## 12:15PM – 1:30PM Luncheon Session

### Luncheon Meeting – “Tribal Economic Development”

*Rembrandt*

*Welcome and Recognition of Sponsors:* Scott Davis, ND Indian Affairs Commission

*Keynote Address:* Waylon Honga, Hualapai, Peaks Advocacy Group

## 1:30 PM – 1:45 PM Break & Trade Show

*Galleria Lobby*

Participants visit vendor and art booths

## 1:45 PM – 3:15 PM Plenary Session

### Accessing Capital to Start & Grow Native Enterprises – Part I

*Rembrandt*

This first part of this session will provide attendees with information about services and funding resources available through the Coalition of Indian Housing Advocates and Native Developers (CIHAND), as well as other Native-focused CDFI's. The second portion will feature information from subject matter experts discussing the Native CDFI Network, as well as tribal-based CDFIs on the Standing Rock and Turtle Mountain reservations.

*Facilitator:* Mike McCafferty, CIHAND

*Panelists:* Jonathan Anderson, Sitting Bull College

Joe Eltobgi, Pathways to Prosperity

Phillip Belangie, Montana Department of Commerce

Tanya Fiddler, Four Bands Community Fund

# PROGRAM SCHEDULE

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Monday, December 8, (continued)

## 2:15 PM – 3:15 PM Break Out Sessions

These sessions will feature representatives from various state agencies discussing various programs and resources available to support Native entrepreneurs and tribal enterprises. Attendees will learn how to get added to the State's Bidder's Cost, how to become DBE certified and how to access funding through the North Dakota Department of Commerce and Bank of North Dakota.

### Doing Business with the State of North Dakota

*Wyeth-Rockwell*

*Presenter:* Sherry Neas, North Dakota State Procurement Office

### Benefits of Becoming DBE Certified for Transportation Related Contracts

*Renoir/Russell*

*Presenters:* Duane Kuntz, DBE Supportive Services Contractor  
Denise Spanjer, NDDOT Civil Rights Division, DBE Program Administrator  
Kevin Phelps, Miigwech Trucking

### Commerce Programs & Funding Sources to Support Indian Business Development

*Van Gogh/Remington*

*Presenters:* Bonnie Malo, ND Department of Commerce  
Dean Reese, ND Development Fund  
Joel Erickson, Bank of North Dakota

## 3:15 PM – 3:30 PM Break & Trade Show

*Galleria Lobby*

Participants visit vendor and art booths

## 3:30 PM – 5:00 PM Plenary Session

### Accessing Capital to Start & Grow Native Enterprises – Part II

*Rembrandt*

The first portion of this session will feature an overview on the important role that banks, government agencies and other financial institutions play in supporting the development of Native American CDFIs as a means of providing improved access to capital for Native entrepreneurs and tribal nations. The remaining portion of the discussion will feature subject matter experts discussing their organization's programs and resources, as well as Q/A involvement from the attendees.

*Facilitator:* Terry Lee, FDIC

*Panelists:* Eric Hardmeyer, Bank of North Dakota  
Brent Ekstrom, Lewis & Clark Regional Development Council  
Dennis Rodin, US Dept. of Agriculture  
TBD, Housing Finance Agency

# PROGRAM SCHEDULE

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Monday, December 8, (continued)

## 4:00 PM – 5:00 PM Break Out Sessions

These presenters will address the importance of building a solid business plan, setting up an effective accounting system, and accessing capital to fund a business operation. Attendees will learn about programs and resources available to assist them in operating successful businesses.

### Grant Writing 101

*Wyeth-Rockwell*

*Presenters:* Mike McCafferty, CIHAND  
Kevin Dvorak, ND Community Foundation

### Managing Cash Flow and MBDA Business Center Offerings

*Renoir/Russell*

*Presenter:* Larry Stockert and Brek Maxon, Minority Business Development Agency (MBDA)  
Business Center - Bismarck

### Montana Native American Revolving Loan Fund: Innovative Approches to Accessing State Funds for Indian Country Business Development

*Van Gogh/Remington*

*Presenter:* Philip Belangie, Montana Department of Commerce

## 5:00 PM – 6:00 PM Networking Session

*Galleria Lobby*

### Speed Networking, Mentoring and Storytelling

*Picasso/DaVinci*

Open to all attendees. Meet with presenters, panelists and Native business leaders to network and learn from one another (*Assorted soft drinks & cookies*)

## 6:30 PM – 9:30 PM Dinner Gatherings

### Dine around with IBA Board Members

*Meet in Lobby area on first floor*

Open to All Attendees - Enjoy dinner on your own, or sign up to join IBA Board members at 3-4 of Bismarck's many downtown dining establishments

# PROGRAM SCHEDULE

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## TUESDAY, DECEMBER 9

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### **7:00 AM – 9:00 AM**      **Registration**

*Galleria Ballroom Lobby*

### **7:00 AM – 9:00 AM**      **Complimentary Coffee and Assorted Rolls**

*Rembrandt*

### **8:00 AM – 8:30 AM**      **Opening Session**

#### **General Session – “Tribal Cultural Values in Business”**

*Rembrandt*

*Welcome:* Al Nygard, ND Indian Business Alliance

*Keynote Speaker:* Waylon Honga

### **8:30 AM – 10:00 AM**      **Plenary Session**

#### **Tribal Nations and the Global Secured Transactions Reform Movement – Encouraging Capital Flows in Your Economies with a UCC**

*Rembrandt*

The first portion of this session will describe what a secured transactions law is designed accomplish. This topic will be discussed in the context of the global secured transactions reform movement. The second half of the session will feature subject matter experts discussing the importance of their tribe’s UCC/secured transactions reform (e.g., their process, the obstacles, the benefits, etc.). Secretary of State Al Jaeger will close out the session with information about the UCC filing system that can support the needs relating to tribal law.

*Facilitator:* Sue Woodrow, Federal Reserve Bank

*Panelists:* Joe Dunn, Standing Rock Sioux

Scott Baker, MHA Nation

Al Jaeger, ND Secretary of State Courtney Two Lance

Courtney Two Lance, Oglala Sioux Tribe

### **9:00 AM – 10:00 AM**      **Break Out Sessions**

These presentations will provide attendees with information on teaming opportunities as well as strategies for securing contracts with local, state and federal agencies. The presenters will discuss topics including the Buy Indian Act, Native to Native networking, and government contracting strategies.

#### **Buy Indian Act and other Teaming Opportunities**

*Wyeth-Rockwell*

*Presenter:* Mary Walks Over Ice, Native American Development Corporation PTAC

#### **Doing Business with the Federal Government**

*Renoir/Russell*

*Presenter:* Christine Martin Goldsmith, Impact Procurement Technical Assistance Center

### **10:00 AM – 10:15 AM**      **Break & Trade Show**

*Galleria Lobby*

Participants visit vendor and art booths

# PROGRAM SCHEDULE

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Tuesday, December 9, (continued)

## 10:15 AM – 11:50 AM Plenary Session

The energy industry is booming in all sectors. This session will explore the various needs and opportunities available. Subject matter experts in the fields of oil/gas, lignite and renewables will be on hand to discuss emerging technologies, market needs and industry trends.

### Opportunities Worth Exploring in the Energy Industry

*Rembrandt*

*Facilitator:* Mike Wamboldt, KLJ

*Panelists:* Ron Rebenitsch, Energy Engineering  
Lou Thompson, TransCanada  
Jason Bohrer, Lignite Energy Council

## 10:45 AM – 11:50 AM Break Out Sessions

Today's economy presents countless opportunities for tribal enterprises and Native owned businesses. The presenters during these breakout sessions will discuss various opportunities to explore in areas such as broadband technologies, agriculture and housing development.

### Opportunities in Broadband and Other Technology-Based Industries

*Wyeth-Rockwell*

*Presenter:* Madonna Yawakie, President, Turtle Island Communications

### Opportunities in Agriculture and Farmer's Markets

*Renoir/Russell*

*Presenters:* Sue Balcom, FAARMS,  
Jan Keller, UTTC Farmer's Market  
Bill Davis and Josh Kramer, USDA

### Opportunities for Financing and Constructing Housing Projects in Indian Country

*Van Gogh/Remington*

*Presenter:* Mike McCafferty, CIHAND

## 11:50 AM – 12:15 AM Break & Trade Show

*Galleria Lobby*

Participants visit vendor and art booths

## 12:15PM – 1:30PM Luncheon Session

### Luncheon Meeting – "Finding Success in Life and Business?"

*Rembrandt*

*Emcee:* Scott Davis, ND Indian Affairs Commission

*Special Awards:* Advocate of the Year, New Business of the Year,  
Entrepreneurs of the Year and Tribal Enterprise of the Year

*Keynote Address:* Bill LaCaine, Arrow Resolutions

# PROGRAM SCHEDULE

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Tuesday, December 9, (continued)

## **2:00 PM – 5:00 PM**      **Matchmaking Session**

### **One-on-one Meetings with Prime Contractors, Government Buyers and Native Entrepreneurs**

*Galleria Lobby*

The Matchmaking Session will provide attendees with an opportunity to schedule one-on-one meetings with Prime Contractors, Government Buyers and Native Entrepreneurs. The session is sponsored and coordinated by the Native American Development Corporation PTAC and the MBDA Business Center.

*Sponsor:* Native American Development Center PTAC & MBDA Business Center

*Participants:* General contractors, engineering firms, government agencies and technical assistance centers.

## **2:00 PM – 5:00 PM**      **Post Summit Meeting: Regional IBA Planning Session**

This session is primarily designed for representatives affiliated with the Indian Business Alliances (IBA) from ND, SD, MT, MN and WI; however, the meeting is open to anyone interested in advancing economic and workforce development efforts in the region. IBA leaders will provide progress reports and discuss future plans as part of a multi-level grant from the Northwest Area Foundation.

### **Regional Indian Business Alliance (IBA) Progress Reporting and Planning Session**

*Rembrandt*

*Sponsor:* Northwest Area Foundation

*Participants:* IBA leaders from ND, SD, MN, MT, WI (Guests welcome)