

3rd ANNUAL NAVAJO NATION ECONOMIC SUMMIT
“Road to Regional Diversification”
TWIN ARROWS NAVAJO CASINO RESORT
Flagstaff, Arizona
April 23-25, 2018

AGENDA

DAY ONE: MONDAY, APRIL 23, 2018

- 10:00 AM – 7:00 PM **EARLY REGISTRATION – Dine’ Events Center Entrance**
- 1:00 PM – 5:00 PM **VENDORS & ARTISANS BOOTH SET-UP – Dine’ Events Center Entrance/Lobby**
- 7:00 AM – 1:30 PM **GOLF TOURNAMENT WITH CONTINENTAL BREAKFAST AND LUNCH PROVIDED**
LOCATION: Continental Country Club, 2380 N. Oakmont Drive, Flagstaff, AZ
- 1:15 PM – 2:25 PM **“ROUNDTABLE WITH NAVAJO NATION ENTERPRISES: PROCUREMENT PROCESS” - Room: Twin Arrows AB**
This session will be a roundtable discussion with procurement and purchasing personnel with the Navajo Agricultural Products Industry (NAPI), Navajo Nation Gaming Enterprise (NNGE), Navajo Tribal Utility Authority (NTUA) and Navajo Engineering and Construction Authority (NECA), Navajo Nation Shopping Centers, Inc. (NNSCI). Panelists will share information on their procurement processes for construction, products and services for contractors and vendors.
Moderator: Sharlene Begay-Platero, IDS/Project Development Dept., NN-DED
Shannon Denetchiley, Purchasing Manager, NAPI
Alan Halphen, Executive Director for Purchasing, NNGE
Natasha Hanley, Procurement Supervisor, NTUA
Tom Chee III, Warehouse Manager, NECA
Nathaniel Begay, CEO, NNSCI
- 2:45 PM – 3:00 PM **REFRESHMENT BREAK – Dine’ Events Center Lobby**
- 1:15 PM – 4:45 PM **“BUSINESS SITE LEASING ON NAVAJO NATION; ADMINISTRATIVE & MANAGEMENT” – Room: Dine’ ADG**
The Regional Business Development Offices (RBDO) administer the business site leasing and the Real Estate Department management and enforcement of the business site leases, with authorization through the Navajo Nation Uniform Leasing Regulations of 2008 under the authority of the Navajo Nation Business Site Leasing Regulations of 2005.
Moderator: Sally Yabeny, Sr. Economic Development Specialist, Shiprock RBDO DED
Christine M. Schwamberger, Principal Attorney, Economic & Community Development Unit, NN Department of Justice
Genevieve Keetso-Bighorse, Senior Economic Development Specialist, Western RBDO, DED
Gene Martinez, Contract Compliance Officer, RED, DED
Garyald Benally, Environmental Specialist, RED, DED
- 1:15 PM – 4:45 PM **ELEMENTS OF GRANT WRITING – Room: Dine’ CFI**
The Elements of Grant Writing is a compilation of tips, timelines and templates from a variety of grant-writing experts and funders designed to aid in successful application for grants from federal agencies, foundations and corporate sources.
Moderator: Anthony Little, Program Manager, Chinle RBDO
Charles Sink, Division Director, Chugachmiut

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1:15 PM – 2:45 PM

“NAVAJO NATION BUSINESS TAXATION” – Room: Bingo Hall

Our mission is to promote tribal sovereignty by collecting tax revenues and to provide taxpayers quality service by helping them understand their tax responsibilities through fair and just application of Navajo tax laws.

Moderator: Albert Lee, Program Manager, Eastern RBDO

Martin E. Ashley, Executive Director, Office of Navajo Tax Commission

Larietta Tso, Tax Compliance Officer, Office of Navajo Tax Commission

1:15 PM – 4:45 PM

2018 SEVEN GENERATION BUSINESS PLAN COMPETITION (Closed Session)

This program was established by Northern Arizona University (NAU) Center for American Indian Economic Development (CAIED) with a commitment to helping create initiatives and entrepreneurial endeavors among tribal communities. With coordination of NAU and the Division of Economic Development this business plan competition was made available for Navajo students and entrepreneurs.

Moderator: Levi Esquerra, Director, Center for American Indian Economic Development, Northern Arizona University

Coordinator: Margie Dee, Program Manager, NRBDO, DED

Judges: Robert Miller, Professor of Law, Arizona State University

Bertha Aguirre, Department Manager, Real Estate, DED

Nate Lee, VP Commercial Banking, BOK Financial

Keith Helmer, Wells Fargo NW AZ Business Banking

Shane Burnette, Partnership with Native Americans

3:00 PM – 4:45 PM

“REGISTERING, CERTIFYING AND RECERTIFYING BUSINESSES ON NAVAJO NATION” – Room: Bingo Hall

The Business Regulatory Department (BRD) certifies Navajo or American Indian owned businesses and registers businesses under the Navajo Nation Corporation Code, reviews and processes all applications & articles of incorporations and manages and facilitates the Navajo Nation Procurement Process.

Moderator: Beverly Coho, Department Manager, BRD, DED

Alvin Wauneka, Sr., Senior Economic Development Specialist, BRD, DED

Eunice Begaye, Programs & Projects Specialist, BRD, DED

5:00 PM – 6:00 PM

BREAK - END OF SESSIONS

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5:30 PM – 7:00 PM

REGISTRATION – Room: Dine’ Ballroom Entrance

6:00 PM – 8:00 PM

WELCOME and NETWORKING RECEPTION – Room: Dine’ Ballroom
Sponsor: Navajo Nation Gaming Enterprise

OPENING ENTERTAINMENT: Inka Gold

MASTER OF CEREMONY: Pax Harvey, Consultant

WELCOME ADDRESS: Quincy Natay, Board Chairperson, Navajo Nation Gaming Enterprise

FEATURED SPEAKER: Chris James, President/CEO, National Center for American Indian Enterprise Development (NCAIED)

EVENT OVERVIEW: Sean McCabe, Division Director, Division of Economic Development

AWARDEES OF THE 2018 SEVEN GENERATION BUSINESS PLAN COMPETITION
Sponsor: Red Mesa Trading Company

Speakers:

Gwen Cody, Program Coordinator, FCB Northern Arizona University Center for American Indian Economic Development
Elliott Cooley, Student, Northern Arizona University

ENTERTAINMENT: “Turn the Page” Band
The Ultimate Tribute to Bob Seger and the Silver Bullet Band
Sponsors:
To’Nanees’Dizi Local Government and
Navajo Nation Parks & Recreation

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DAY TWO: TUESDAY, APRIL 24, 2018

- 7:00 AM – 4:00 PM **REGISTRATION - Dine’ Events Center Entrance**
- 7:00 AM – 8:00 AM **EXHIBITOR SET UP – DINE’ CONFERENCE AREA**
Dine’ Events Center Entrance/Lobby
- 7:00 AM – 8:30 AM **CONTINENTAL BREAKFAST**
Dine’ Event Center Lobby
- 8:00 AM – 10:00 AM **OPENING GENERAL SESSION – Room: Dine’ BALLROOM**
- MASTER OF CEREMONY:** Pax Harvey, Consultant
- POSTING OF COLORS:** Leupp Veterans Group
- INVOCATION:** Tyrone Chee, Administrative Services Officer, Navajo Nation
Division of Economic Development
- INTRODUCTION:** Sean McCabe, Division Director, Navajo Nation Division of
Economic Development
- OPENING ADDRESS:** Honorable Russell Begay, President, The Navajo Nation
- KEYNOTE SPEAKER:** James Anderson, President, James Anderson Production;
“Recipe for Success”
- 10:00 AM–10:15AM **BREAK**
- 10:15 AM–11:15 AM **“HOW TO DO BUSINESS WITH EPA” – Room: Dine’ BALLROOM**
*The Environmental Protection Agency’s mission is to protect human health and the
environment. The panelists will provide important elements of the contracting process,
points of contact and information on regulations and policies, with businesses and
entities. Panelists will also share project updates on the Abandoned Uranium Mine
Project (AUM).*
Moderator: Clara Pratte, Chief of Staff, Navajo Nation Office of the President & Vice
President
Robert Manriquez, Project Principal, Tetra Tech EM Inc.
Rosita Kelly, Navajo Liaison, Tetra Tech EM, Inc.
Maria Alberty, Acting Contracts Manager, Region 9, US EPA
Lillie Lane, Public Information Officer, NN-EPA
Cory LeClaire, Management Associate, inaba, Inc.
- 12:00 PM–1:20 PM **LUNCH – Room: Dine’ BALLROOM**
SPEAKERS: Austin Tsosie, CEO, Dine’ Development Corporation
Stanley Yazzie, Board President, Navajo Engineering
Construction Authority
- 1:20 PM – 1:45 PM **BREAK**

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BREAKOUT SESSION I:

- 1:45 PM – 3:00 PM **“ECONOMIC IMPACT ON NAVAJO NATION” – Room: Twin Arrows AB**
This information session will provide reports on the Navajo Nation economic impact in the immediate and not so immediate future. The reports include:
1) The Comprehensive Economic Development Strategies on the Navajo Nation,
2) The Navajo Nation Economic Development Strategies for Areas Affected by Coal Mine Closure, and 3) Four Corners Future Forum Regional Economic Development Conference Report.
Moderator: Tony Perry, Department Director, Project Development Department, Navajo DED
Kim Kanuho, President, Planner, Fourth World Design Group LLC
Eunice Tso, Project Manager, NEPA Specialist, ETD, Inc.
Arvin Trujillo, Manager Government Relations, Arizona Public Service
Sharlene Begay-Platero, Industrial Development Representative, Project Development Department, Navajo DED
- 1:45 PM – 3:00 PM **“HOW TO DO BUSINESS WITH THE GOVERNMENT” – Room: Dine’ ADG**
This session will share key elements of a win-win opportunity for your business to provide goods and services in contracting with the government, sustaining a stable business that provide job opportunities. Learn about the guidelines for doing business with the government.
Moderator: Joan Notah, Senior Procurement Specialist, National Center PTAC
Margaret Shirley-Damon, Contracting Specialist, NAIHS
Lynelle Benallie, Contracting Officer, Bureau of Indian Affairs
Ella Dempsey, Contracting Officer, Bureau of Indian Affairs
Austin Tsosie, CEO, Dine Development Corporation
- 1:45 PM – 3:00 PM **“UNDERSTANDING CASH FLOW FOR YOUR BUSINESS” – Room: Dine’ CFI**
Understanding a company’s cash flow statement is a key element to understanding the potential risk the company poses as an investment. Know what to look at, know the breakdown, know your ratios, and learn how to interpret the data. This session will offer an overview on how to analyze your business’ cash flow and utilize it as a competitive advantage.
Moderator: Edgar Tohsoni, Senior EDS, EasternRBDO, DED
Marilyn Beck, Manager-Owner, Nii’Beeso Accounting Services
Lyle Frederickson, Vice President, Great Western Bank
- 1:45 PM – 3:00 PM **“ECO-TOURISM” – Room: Bingo Hall**
This form of tourism involves visiting fragile, pristine and relatively undisturbed natural areas, intended as a low-impact and often small scale, to maintain Natural Conservancy promoting environmentally friendly ways to experience natural wonders and preserving the natural resources. Where is this available on Navajo Nation?
Moderator: Mike Etsitty, Senior EDS, Tourism Development, DED
Tom Riggenbach, Director of Youth Empowerment Services, Dine’ Bikeyah
Rygie Bekay, Trails Project Coordinator, Navajo Youth Empowerment Services
- 3:00 PM – 3:15 PM **BREAK**

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BREAKOUT SESSIONS II:

- 3:30 PM – 4:45 PM **“THE IMPORTANCE OF COMMUNITY ECONOMIC DEVELOPMENT PLANNING”**
Room: Twin Arrows AB
Planning for a strong, economically vibrant community involves key stakeholders with working policies and financial capability inclusive of businesses, schools, housing and government entities to increase jobs, promote intrinsic environmental, aesthetic and recreation benefits for communities.
Moderator: Albert Lee, Program Manager, Eastern RBDO, Navajo DED
Henry Silentman, Senior Economic Development Specialist, Shiprock RBDO, Navajo DED
Kim Kanuho, President & Planner, Fourth World Design Group
- 3:30 PM – 4:45 PM **“MAXIMIZING MARKETING FOR SMALL BUSINESSES” – Room: Dine’ ADG**
Local marketers with intensive research of local preferences of goods and services provide deeper understanding of how to identify strategic placing of company identity and reputation influence with appropriate pricing of goods and services to consumers, improving markets to achieving and meeting the needs of the buyers. In this session, you will learn how to maximize your marketing and networking skills.
Moderator: Anthony Little, Program Manager, Chinle RBDO, Navajo DED
JT Willie, Director of Marketing, Ft. Defiance Indian Health Board
April Tinhorn, Owner, Tinhorn Consulting
- 3:30 PM – 4:45 PM **“ACCESS TO CAPITAL” - Room: Dine’ CFI**
The mission of financial institutions is to provide community economic development to underserved people and communities, looking at financing for business owners, seeking alternative funding opportunities including grants and tax breaks. Crowdfunding allows fostering of relationships between investors and entrepreneurs. Learn how to access capital for your business.
Moderator: Margie Dee, Program Manager, Northern RBDO, DED
Tom Gordon, CEO, Navajo Community Development Financial Institution (CDFI)
Veronica Lane, Business Development Officer, Native American Bank
Nate Lee, Vice-President of Commercial Banking, BOK Financial
Dave Castillo, CEO, Native Capital Access
- 3:30 PM - 4:45 PM **“DOING BUSINESS WITH THE DEPARTMENT OF TRANSPORTATION”**
Room: Bingo Hall
This session will present information on opportunities with the Departments of Transportation and the disadvantaged business enterprise (DBE) Program.
Moderator: Elaine Young, Program Manager, NN DED Small Business Programs
Paula Brown, DBE Supportive Services Acting Director, Arizona Department of Transportation
Daryl Bradley, Principal Engineer, Navajo Department of Transportation
- 4:45 PM – 6:00 PM **BREAK**

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6:00 PM – 8:00 PM

BANQUET – Room: Dine’ Ballroom
Banquet Sponsor: Navajo Tourism Department

MASTER OF CEREMONY: Pax Harvey, Consultant

INVOCATION: Martin E. Ashley, Executive Director
Office of Navajo Tax Commission

FLAG SONG: Jay Begaye, Native American Recording Artist

WELCOME ADDRESS: Sean McCabe, Executive Director
Division of Economic Development

OPENING ADDRESS: Honorable Lorenzo Bates, Speaker of the Navajo Nation
Council

ENTERTAINMENT: Jay Begaye, Native American Recording Artist

SUMMARY OF AWARDS: Wava White, Principal Economic Development
Specialist, Project Development Department, Navajo DED

AWARD PRESENTORS: Honorable Russell Begaye, Navajo Nation President

Categories:

Distinguished Business of the Year Award
Small Business Sector Award
Commercial Sector Award
Professional Service Sector Award
Construction Sector Award
Tourism Sector Award
Industrial Sector Award

CLOSING SONG: Jay Begaye

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DAY THREE: WEDNESDAY, APRIL 25, 2018

7:00 AM – 10:00 AM **REGISTRATION**
 Dine’ Event Center Entrance

7:30 AM – 8:30 AM **CONTINENTAL BREAKFAST**
 Dine’ Event Center

8:00 AM – 9:30 AM **GENERAL SESSION – Room: Dine’ BCEFHI**

WELCOME ADDRESS: Clark Moseley, CEO, Navajo Transitional Energy Company

“INTRODUCTION/ORIENTATION TO BUSINESS MATCH MAKING”

9:40 AM - 12:00 PM **B2B BUYER/SUPPLIER ONE-ON-ONE MEETINGS**
 Room: Twin Arrows A, B and Dine’ ADG

Buyers Invited:

- Arizona Public Service
- Bisti Fuels Company
- Bureau of Indian Affairs
- Flintco, LLC
- Gilbane
- iinaba, Inc.
- Indian Health Service - Chinle
- Indian Health Service - Kayenta
- Indian Health Service - Shiprock
- Native American Bank, N.A.
- Navajo Agricultural Products Industry
- Navajo Area Indian Health Services
- Navajo Department of Transportation
- Navajo Engineering and Construction Authority (NECA)
- Navajo Nation Division of Economic Development
- Navajo Nation Fleet Department
- Navajo Nation Gaming Enterprise
- Navajo Nation Land Department
- Navajo Tribal Utility Authority
- Tetra Tech, Inc.
- Tuba City Regional Healthcare Corporation
- U.S. EPA - Region 9
- U.S. General Services Administration

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10:00 AM – 10:15

BREAK

12:00 PM – 1:30 PM

BOX LUNCHEON – Room: Dine’ BCEFHI

FEATURED SPEAKERS:

Jesús Borboa, Supplier Diversity Program Manager, Arizona Public Service (APS)
Bob Roessel, Executive Principal Government Relations, Salt River Project (SRP)

CLOSING REMARKS/GRAND PRIZES (must be present to win)

RETIRE OF COLORS: Leupp Veterans Organization