



February 18, 2014

ATNI Economic Development Committee

Re: Economic Development Committee Report

Monday the Committee heard a presentation on the importance of planning for Tribal investments featuring Bill Tovey of Umatilla, Laurel Ballew of Lummi and the NW Indian College and Cora Gaane of Wells Fargo Bank.

Then Sam Penney of Nez Perce presented an overview of the economic development components of the ATNI Strategic Plan developed by the BlueStone Strategy group. Sam encouraged using the plan as a starting place in developing a consensus ATNI plan.

That discussion continued with a discussion of an ATNI Economic Development Plan Tuesday. That discussion was divided between strong encouragement to take action to generate cash flows for ATNI and the member Tribes and further discussions including workshops to get to an ATNI consensus on direction. The action track would include support for Tribal diversification and new revenues in addition to direct revenues to ATNI or ATNI EDC.

The committee meetings rounded out with an update by April Lemly of ONABEN on their plans and an invitation to the Trading at the River Conference in Portland in May. ATNI Conference attendees will receive a 25% discount at Trading at the River.

Wally Jackson spoke to a natural food program called Progressive Green and then spoke in support of cooperative Tribal efforts.

Alana French of Cayuse Technologies at Umatilla reported that they are hiring technical staff to be located on site or remotely. Interested persons can contact her at Cayuse Technologies.

And finally, at the invitation of the Executive Committee the principals of Emerald Energy gave a presentation to the Committee.

There are no new resolutions. Recent resolutions (2013 Annual) include the adoption of a Buy Indian preference for ATNI and a Resolution offered by Spokane in support of the Coalition of Large Tribes for Congress to specify specifically when Tribal income may be taxable and when not. That resolution was adopted at NCAI and is being used as the basis for proposals to Congress through friendly members.

Efforts toward an ATNI Economic Development Plan include outreach by staff, Mike Burton and brainstorming session at the EDC Boar and Economic development Committee. A list follows:

More than anything else there is interest in continuing the Buy Indian effort. This may be because people associate the EDC with Buy Indian and there have been some results. Here is the list:

1. Business Assistance data base—Suppliers, UCC's , Web Development
2. Business Development— Targeting both Tribal enterprises and tribal member small businesses
3. Direct Business Development such as Alternative Fuel, Consumer Loans, Tourism
4. Business Recruitment/Industrial Development/Real Estate Assistance including information on doing business in Indian Country
5. Business Services such as payroll or accounting services to small businesses
6. Buy Indian—including sectoral concentration such as the C-Stores, volume purchasing, and align with NIGA and the State Gaming associations
7. Distribution Hub/Network
8. Finance Specific Tech assistance including Entrepreneurship Training, Financial literacy
9. Housing
10. Leadership Development/Education
11. Leverage Indian buying to bring corporate America to Indian Country in terms of recruitments and partnering
12. Loan Capital Development and Utilization including CDFI support including back office functions
13. Policy Advocacy/Exchange related to Econ Dev—Econ Dev Summit, possibly in concert with the Hatfield Center or the Native Nations Institute, Energy, Legislative, SEC Filings, Taxation
14. Seafood Sustainability Certification
15. Support Development of a Nationally recognized Native American University
16. Telecommunications as infrastructure
17. Tribal Council Training—A Tool Box of Successful Practices
18. Value Added Wheat
19. Virtual Incubator