



Presented by

TRIBAL BUSINESS NEWS

Four Winds Casino

1111 Wilson Road, New Buffalo, Michigan 49117

AGENDA

TUESDAY, SEPTEMBER 19, 2023

5:00-7:00 pm — EVENT WELCOME RECEPTION

- Hors d'oeuvres and cocktails will be served

WEDNESDAY, SEPTEMBER 20, 2023

7:00 am — REGISTRATION OPENS

7:00 am - 8:00 am — CONTINENTAL BREAKFAST

8:00 am - 8:30 am — WELCOME/LAND ACKNOWLEDGEMENT/OPENING REMARKS

- John Warren (Pokagon Potawatomi) Opening Prayer
- Tribal Chairwoman Rebecca Richards (Pokagon Potawatomi)
- Tribal Business News Publisher Levi Rickert (Prairie Band Potawatomi)
- Michigan Economic Development Corporation, Quentin L. Messer, Jr.

8:30 a.m. - 10:30 a.m. - Native Contracting Opportunities | A Broad View

The first part of the morning session will be focused on federal, state and corporate contracting opportunities for Great Lakes region tribes.

Presentation: Federal Contracting in the Great Lakes Region | Data & Analysis

Experts from the Federal Reserve Bank of Minneapolis | Center for Indian Country Development (CICD) will provide a special report on federal contracting by Native enterprises in the Great Lakes region. They'll highlight data and trends to spotlight federal contracting activity by tribes in Michigan, Wisconsin, and Minnesota, as well as entities owned by Alaska Native Corporations, Native Hawaiian Organizations and other federally recognized tribes from outside the region.

- John Morseau, Center for Indian Country Development | Federal Reserve, Minneapolis
- Jacqui Baldwin-LeClair, Center for Indian Country Development | Federal Reserve, Minneapolis

Panel Discussion: Federal Contracting | What You Need to Know

We will kick things off with a panel discussion about opportunities for tribes in federal contracting. The panel will feature executives from tribal enterprises that are at different stages of growth — early-stage, mid-stage, mature — in the federal contracting arena. They'll share stories, lessons learned and their enthusiasm for the opportunity that federal contracting offers tribes throughout the Great Lakes region.

- Joel Schultz, Sault Tribe Inc.
- Deidra Mitchell, Waséyabek Development Company LLC
- Greg Kolean, PDBC Federal Group

Fireside Chat: A New Native Contracting Initiative for Indian Country

The leaders of a new national organization will unveil their initiative to increase corporate purchasing of goods and services from tribal enterprises and Native businesses.

- Jason Palmer, National Native American Suppliers Council
- Julio Martinez, MNO-Bmadsen

Q+A: Native Purchasing

Learn about how tribes are leveraging their collective purchasing power in this brief Q+A session.

- Jeff St. Louis, Native Purchase Group

10:30 a.m. - 10:45 a.m. - BREAK

10:45 a.m. - 11:45 a.m. - Emerging Opportunities

The second part of the morning session will feature a panel discussion exploring some of the emerging tribal economic development opportunities for tribes in the region.

Panel Discussion: Leveraging Tribal Sovereignty

We'll be joined by Native, state and federal leaders for a discussion on some of the emerging opportunities for tribes in the Great Lakes region, including tourism, food sovereignty and energy.

- Kevin Blaser, Migizi Business Services | Migizi Energy Services
- Dave Lorenz, Michigan Economic Development Corporation | Pure Michigan
- Eugene Magnuson, Native American Utility Company

11:45 a.m. - 12:00 noon - The MEDC Model for Working with Tribes

- Tom Durkee, Michigan Economic Development Corporation

12:00 noon - 1:00 p.m. - PRAYER | LUNCH

1:00 p.m. - 3:00 p.m. - Real Estate Development | A Long View

The afternoon session will focus on how tribes in the Great Lakes region are using real estate as an economic development strategy for their communities.

Presentation: The Pattern Book | One Tribe's 40-Year Land Plan

The afternoon kicks off with a Michigan tribe detailing its long-range planning process and strategy, which helped shape an ambitious 1,200-acre development that could bring retail, housing, industrial, entertainment and community properties to its tribal lands.

- Ben Brenner, Gun Lake Tribe
- Monica King, Gun Lake Investments

Panel Discussion: Real Estate Development as Economic Development

Leaders from three tribal economic development entities will talk about how they are using multi-faceted, transformational real estate development projects to benefit their tribes and tribal citizens.

- Tanya Gibbs, Odawa Economic Development Inc.
- Eugene Magnuson, Little River Holdings
- Andy Wiegman, Sagewind Holdings

Presentation: Indian Country's Biggest Landback Purchase in History

Hear how the deal for the largest tribal land-back acquisition in history came together in 2022, as well as the tribe's innovative economic development plans to leverage the 28,000 acres it bought.

- Chairwoman Cathy Chavers, Bois Forte Band
- RJ Brunkow, Indian Land Capital
- Kim Berns-Melhus, Conservation Fund

Q+A: Native CDFIs | Funding Native Housing, Tribal Economies

Hear how Native Community Development Financial Institutions (CDFIs) are playing an increasingly outsized role in funding Native homeownership, Indigenous small-business and community development projects in Indian Country.

- Pete Upton, Native CDFI Network

3:00 p.m. - 3:20 p.m. — Q&A WRAP-UP

- Tom Durkee - Michigan Economic Development Corporation
- Levi Rickert - Tribal Business News