

2016 NAVAJO NATION ECONOMIC SUMMIT & 6th ANNUAL BUSINESS OPPORTUNITY DAY
“STIMULATING ECONOMIC GROWTH”
TWIN ARROWS NAVAJO CASINO RESORT
APRIL 11-14, 2016

DAY ONE: MONDAY, APRIL 11, 2016

- 2:00 PM – 5:00 PM **EARLY REGISTRATION**
VENDORS & ARTISANS BOOTH SET-UP
- 7:00 AM – 2:00 PM **GOLF TOURNAMENT WITH CONTINENTAL BREAKFAST AND LUNCH PROVIDED**
LOCATION: 2380 N. Oakmont Drive, Continental Country Club, Flagstaff, AZ
- 6:00 PM – 8:00 PM **WELCOME RECEPTION and NETWORK SESSION (Cash Bar)**
(Dine BCFHI)
- FLUTE ENTERTAINMENT:** Jerry F. Nez Jr., An Octave Apart
- INTRODUCTION:** Crystal J. Deschinny, Division Director, Division of Economic
Development, Navajo Nation
- SPEAKER:** Phefelia Bradley, Director of Government Affairs, Navajo Nation Gaming
Enterprises

DAY TWO: TUESDAY, APRIL 12, 2016

- 7:00 AM – 5:00 PM **REGISTRATION**
OPEN TRADE SHOW: VENDORS & ARTISANS BOOTHS
- 7:00 AM – 8:00 AM **CONTINENTAL BREAKFAST**
- 8:00 AM – 9:00 AM **OPENING GENERAL SESSION (Dine BCFHI)**
- MISTRESS OF CEREMONY:** Crystal J. Deschinny, Division Director, Navajo
Nation Division of Economic Development, Navajo
Nation
- INTRODUCTION:** Derrick Watchman, Chief Executive Officer, Navajo Nation
Gaming Enterprises
- POSTING OF COLORS:** Veterans Color Guard
- INVOCATION:** Tyrone Chee, Administrative Services Officer, Division of Economic
Development, Navajo Nation
- WELCOME ADDRESS:** Honorable Russell Begaye, President, The Navajo Nation
- KEYNOTE SPEAKER:** Lance Morgan, President and Chief Executive Officer,
Ho-Chunk, Inc., Winnebago Tribe of Nebraska
- 9:00 AM –10:00 AM **“DEVELOPING TRIBAL ECONOMIES” (Dine BCFHI)**
History and Values of the Navajo People for governance and leadership

- Distinguishing factors promoting economic development
- Economic indicators
- Frameworks of Government

Speaker: Dr. Manley Begay, Professor, Northern Arizona University

10:00 AM–10:10 AM

BREAK

10:10 AM–11:10 AM

**“CREATING COMPETITIVE ADVANTAGES OF TRIBAL CORPORATIONS”
(Dine BCEFHI)**

Moderator: Robert Joe, Chief Operations Officer, Office of the President/Vice President, The Navajo Nation

Panel: Bruce Valdez, Executive Director, Southern Ute Indian Tribe Growth Fund
Helvi Sandvik, President, NANA Development Corporation
Dale Gutenson, Interim CEO, White Horse Pass Development Authority

11:10 AM–12:10 PM

“MAJOR INITIATIVE & OPPORTUNITIES ON THE NAVAJO NATION” (Dine BCEFHI)

Moderator: Honorable Alton Shepherd, Council Delegate, 23rd Navajo Nation Council

Panel: Sadie Hoskie, Trustee, Navajo Nation Uranium Environmental Responsibility Trust
Dr. Donald Benn, Executive Director, Navajo Environmental Protection Agency
Roger Boyd, Economic Development Consultant, Navajo Housing Authority
Arvin Trujillo, Manager, Government Relations, Arizona Public Service

12:10 PM – 1:30 PM

LUNCH (Dine BCEFHI)

SPEAKER: Johnny Basha, Vice President, Bashas’ Grocery Stores

BUSINESS SUCCESS STORIES

Panel: Keith Keetso, PE, LEED AP, Rock Gap Engineering
Elvina D. “Penny” Emerson, CEO, Native Resources Development Company, Inc.
Richard Mike, Owner, Burger King
Mike Nelson, Owner, Mike Nelson Enterprise

1:30 PM – 1:35 PM

BREAK

1:35 PM – 3:00 PM

BREAKOUT SESSION I

1:35 PM – 3:00 PM

“GREEN ENERGY DEVELOPMENT” (Dine BCEFHI)

- Direction
- Projects & Contracting Opportunity
- Retrofits
- Solar Project

Moderator: Bidtah Becker, Division Director, Division of Natural Resources, The Navajo Nation

Panel: Richard Tall Bear Westerman, Chief Executive Officer, Red Crow
Barry Petrey, Manager of Resource Acquisition & Analysis, Salt River Project
Derek Dyson, Energy Consultant, Navajo Tribal Utility Authority
Marc Romito, Manager, Renewable Energy Team, Arizona Public Service

1:35 PM – 3:00 PM

“OPPORTUNITIES FOR COMMERCIAL & INDUSTRIAL SECTORS” (Twin Arrows A)

- Process to develop large scale Commercial & Industrial Projects
- Incentives for development
- Past & future development

Moderator: Wava White, Principal Economic Development Specialist, Division of Economic Development, Navajo Nation

Panelist Project Development Staff:

Anthony Perry, Department Manager, Division of Economic Development, Navajo Nation

Jeanette Jones, Principal Economic Development Specialist, Division of Economic Development, Navajo Nation

Beatrice Watchman, Sr. Economic Development Specialist, Division of Economic Development, Navajo Nation

Sharlene Begay-Platero, Industrial Development Specialist, Division of Economic Development, Navajo Nation

1:35 PM – 3:00 PM

“MANUFACTURING & TECHNOLOGY INDUSTRY” (Twin Arrows B)

Moderator: George Williams, Program Manager, National Center American Indian Procurement Technical Assistance Center (PTAC)

Panel: Patrick Caldwell, Advanced Ceramics Manufacturing, Joint Venture with Tohono O’Odham Nation

Steve Benfield, CEO, Choctaw Defense Services

Mike Crabtree, Sr. Enterprise Account Executive, Adobe

Jeff Krongaard, Program Manager, Raytheon

1:35 PM – 3:00 PM

“GET STARTED: DOING BUSINESS WITH NAVAJO NATION” (Dine ADG)

- Registering Your Business with the Nation
- Priority listing

Moderator: Clarence Chee, Department Manager, Business Regulatory, DED

Panel: Alvin Wauneka, Sr. Economic Development Specialist, Business Regulatory Department, Division of Economic Development, Navajo Nation

Eunice Begaye, Program & Project Specialist, Business Regulatory Department, Division of Economic Development, Navajo Nation

Libby Valteau, Program Manager, Fort Defiance Regional Business Development Office, Division of Economic Development, Navajo Nation

Larieta L. Tso, Sr. Compliance Officer, Navajo Tax Commission

Janice Haskie, Accounting Manager, Purchasing Department, Office of the Controller, Navajo Nation

3:00 PM – 3:05 PM

BREAK

3:05 PM – 4:30 PM

BREAKOUT SESSION II

“DIVERSIFYING FROM COAL & OIL” (Dine BCEFHI)

Moderator: Robert Campos, Attorney, Robert J Campos & Associates, PLC

Panel: Ronald Solimon, Former CEO, Laguna Industries

Carl McKay, CEO, Sioux Manufacturing Coop

Mike Mitchell, Chief Operating Officer, Chickasaw Nation Industries

Derrick Watchman, CEO, Navajo Nation Gaming Enterprise

3:05 PM – 4:30 PM

“TRANSPORTATION & WAREHOUSING” (Twin Arrow A)

- Transportation business
- Warehousing

Moderator: Robert Joe, Chief Operations Officer, Office of the President/Vice President, The Navajo Nation

Panel: Lester Begay, President, Diné Truckers Association
Ean Johnson, Regional Economic Development Manager, BNSF Railway
Bill Lutrell, Senior Locations Strategist, Werner Global Logistics

3:05 PM – 4:30 PM

“AGRIBUSINESS” (Dine ADG)

- Large and small scale

Moderator: Randy Sells, Shiprock RBDO, Division of Economic Development, Navajo Nation

Panel: Billy Hall, Navajo Beef Program, Labatt Food Service
Tsosie Lewis, CEO, Tribalinx
Benita Litson, Director, Diné College Land Grant
Arthur “Butch” Blazer, Deputy Under Secretary, U.S. Dept. of Agriculture

3:05 PM – 4:30 PM

“STRATEGIES FOR GROWING YOUR BUSINESS” (Twin Arrows B)

- Requirements
- Identifying opportunities
- Grants & Contracts process
- Collaborations, Partnerships

Moderator: George Williams, Program Manager, National Center American Indian Procurement Technical Assistance Center (PTAC)

Panel: Elaine Young, Department Manager, Small Business, Division of Economic Development
Joan Begay Notah, Procurement Specialist, National Center American Indian PTAC
Tracy Mancuso, Director, Small Business Development Center, Northland Pioneer College

5:00 PM – 6:00 PM

NETWORK SESSION – Cash Bar (Pre-Function/Patio Court Yard)

6:00 PM – 8:00 PM

BANQUET (Dine A-I)

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

INTRODUCTION: Robert Joe, Chief Operations Officer, Office of the President/Vice President, The Navajo Nation

BUSINESS RECOGNITION: Honorable Russell Begaye, President, The Navajo Nation
Honorable Jonathan Nez, Vice President, The Navajo Nation

“NAVAJO NATION BUSINESSES OF THE YEAR”

Navajo Nation Enterprises /Corporations
Small Business
Corporation

ENTERTAINMENT: Window Rock High School Dine' Club

PRESENTING SPONSOR: Dine' Development Corporation

DAY THREE: WEDNESDAY, APRIL 13, 2016

7:00 AM – 10:00 AM

**REGISTRATION
OPEN TRADE SHOW: VENDORS & ARTISANS BOOTHS**

7:30 AM – 8:30 AM

CONTINENTAL BREAKFAST

8:30 AM – 10:00 AM

BREAKOUT SESSIONS I

“ENERGY RESOURCE DEVELOPMENT” (Dine BCEFHI)

- Direction
- Projects & Contracting Opportunity

Moderator: Honorable Lorenzo Bates, Speaker, 23rd Navajo Nation Council

Panel: Derek Dyson, Energy Consultant, Navajo Tribal Utility Authority
Rex Kontz, Deputy Manager, Navajo Tribal Utility Authority
Clark Mosely, CEO, Navajo Transitional Energy Company
Bidtah Becker, Division Director, Division of Natural Resources, The Navajo Nation

8:30 AM – 10:00 AM

“TELECOMMUNICATIONS” (Twin Arrows A)

- Projects & Contracting Opportunity

Moderator: Margie Dee, Program Manager, Northern Regional Business Development Office, Navajo Nation

Panel: M. Theresa Hopkins, Executive Director, Telecommunications Regulatory Commission, Navajo Nation
Monroe Keedo, Research Engineer, Navajo Tribal Utility Authority
Victoria Begay, Account Manager, Frontier Communications

8:30 AM – 10:00 AM

“FORMER BENNETT FREEZE RECOVERY EFFORT” (Dine ADG)

- Five Years Economic Development Project List – Projects within the Former Bennett Freeze Area
- Projects & Constructing Opportunities
- Infrastructure Development
- Services & Resources for Economic Development

Moderator: Honorable Walter Phelps, Council Delegate, 23rd Navajo Nation Council

Panel: Winona Benally, Executive Director, Navajo Hopi Land Commission
Dolly Lane, Principal Economic Development Specialist, Western Regional Business Development Office, Division of Economic Development, Navajo Nation
Jeff Hayes, CED Coordinator, USDA Rural Business Development Program, Prescott Office
Quana N. Higgins, EIT, Lead Planner, District Tribal Liaison, U.S. Army Corp of Engineers, Los Angeles District, Phoenix, Arizona
ZiZi Angelica Searles, Physical Scientist/Remedial Project Manager, U.S. Environmental Protection Agency-Region 9, San Francisco, California

- 8:30 AM – 10:00 AM **“ACCESS TO CAPITAL” (Twin Arrows A)**
- Lending outlook for businesses on the Navajo Nation.
 - Business Site Lease leasehold interest as collateral.
 - Short-term bridge loan for security/guarantee and/or fees.
 - Leverage capital investments/financing.
- Moderator: Ray Nopah, Chief Financial Officer, Division of Economic Development, Navajo Nation
- Panel: Thomas Gordon, CEO, Navajo Community Development Authority (CDFI)
 Ernesto J. Salazar, President, Bank of New Mexico
 Tracy Mancuso, Program Director, Small Business Development Center
 Dave Castillo, CEO, Native Capital Access
 Travis Renville, Nabinachi Wozani Capital
 Mary Laframboise, Southwest Zone Manager, BIA Indian Loan Guarantee Program
 Shannon Loeve, Native American Bank
 Cathy Valenzuela, President, Arizona Business Bank
- 10:00 AM–10:15 AM **BREAK**
- 10:15 AM–11:45 AM **BREAKOUT SESSIONS II**
- “ROLE OF THE COURT SYSTEM IN BUSINESS” (Dine BCEFHI)**
- History of the Navajo Nation Court System
 - Why the Navajo Courts should be independent?
 - What do the Navajo courts do?
- Moderator: Bidtah Becker, Division Director, Division of Natural Resources, The Navajo Nation
- Presenter: Dr. Ray Austin, James E. Rogers College of Law, University of Arizona
- 10:15 AM–11:45 AM **“WORKFORCE DEVELOPMENT” (Twin Arrows A)**
- Technical Skills
 - Diversity
 - Youth Programs
 - Resources for Small Business
- Moderator: Nicole Johnny, Senior Appraiser, Real Estate, Division of Economic Development, Navajo Nation
- Panel: Romero Brown, Owner, Denny’s Restaurants
 Tom Arviso, CEO, Navajo Times
 Ron Curtis, Senior Management Analyst, Workforce Development
 Monica Jojo, President/CEO, Montech, Inc.
- 10:15 AM–11:45 AM **“PROFESSIONAL SERVICES” (Twin Arrows B)**
- Moderator: Greg Bigman, President & CEO, Impressions, LLC.
- Panel: Tamara Begay, CEO/President, Indigenous Design Studio & Architecture
 Duane Aspaas, Owner, Iina Ba
 Eunice Tso, NEPA Specialist/SR. Project Manager, ETD, Inc.
 Ivan Jones, RN/Owner, Tachiinii Nursing Services, Inc.
- 10:15 AM–11:45 AM **“DEVELOPING A WINNING PROPOSAL” (Dine ADG)**
- Moderator: Albert Lee, Program Manager, Eastern Regional Business Development Office, Division of Economic Development, Navajo Nation
- Panel: Bret Carpenter, Director, Coconino Small Business Development Center

12:00 PM – 1:30 PM	LUNCH
	SPEAKER: Labatt Food Service
1:30 PM – 1:45 PM	BREAK
1:45 PM – 3:15 PM	BREAKOUT SESSIONS III
	“TOURISM OPPORTUNITIES” (Dine BCEFHI)
	<ul style="list-style-type: none"> • Tourism is a \$310 million Industry. Navajo Nation needs to capitalize on this opportunity.
	Moderator: Honorable Walter Phelps, Council Delegate, 23 rd Navajo Nation Council
	Panel: Arval T. McCabe, Department Manager, Navajo Tourism Dawn A. Melvin, Tribal Tourism Relations Manager, Arizona Office of Tourism Waylon Honga, Consultant, Peaks Advocacy Group
1:45 PM – 3:15 PM	“DOING BUSINESS WITH THE FEDERAL GOVERNMENT” (Twin Arrows A)
	<ul style="list-style-type: none"> • Health & Human Service • Projects & Contracting Opportunity
	Moderator: Joan Begay Notah, Procurement Specialist, National Center American Indian PTAC
	Panel: Harold Brien, Deputy Regional Director, Navajo Region Bureau of Indian Affairs DeeAndra Salabye, Contract Specialist, Navajo Area Indian Health Service
1:45 PM – 3:15 PM	“WATER RIGHTS & INFRASTRUCTURE” (Dine ADG)
	Moderator: Bidtah Becker, Division Director, Division of Natural Resources, The Navajo Nation
	Panel: Daniel Cordalis, Associate Attorney, Earthjustice Stanley Pollack, Assistant Attorney General, Navajo Nation Department of Justice Jason John, Branch Manager, Water Management, Navajo Nation Department of Justice
1:45 PM – 3:15 PM	“DRONE TECHNOLOGY & APPLICATIONS (Twin Arrows B)
	Moderator: Jeremiah Bitsui, Partner, BITCO
	Panel: Dr. Donald Benn, Executive Director, Navajo Environmental Protection Agency Jason Kack, PSL, Business Unit Manager, Cardno Jesse Delmar, Division Director, Navajo Nation Division of Public Safety
3:15 PM	OPENING INTRODUCTION BUSINESS OPPORTUNITY DAY & EXPO (Dine BCEFHI)
	<ul style="list-style-type: none"> • Crystal J. Deschinny, Division Director, Division of Economic Development, Navajo Nation • Joan Begay Notah, Procurement Specialist, National Center American Indian PTAC
3:25 PM – 5:00 PM	ICE CREAM & CHOCOLATE SOCIAL (Dine BCEFHI)
4:00 PM – 7:00 PM	PROCUREMENT EXPO SETUP (Dine CFI)

DAY FOUR: THURSDAY, APRIL 14, 2016 – 6th Annual Business Opportunity Day

7:00 AM – 10:00 AM

REGISTRATION
(CONTINUED) EXPO & ARTISANS BOOTHS

7:00 AM – 8:00 AM

CONTINENTAL BREAKFAST (*Dine BEH*)

8:00 AM – 3:00 PM

PROCUREMENT EXPO (*Dine CFI*)

8:00 AM – 8:30 AM

WELCOME ADDRESS (*Dine BEH*)

Joan Begay Notah, Procurement Specialist, National Center American Indian Procurement Technical Assistance Center

Featured Speaker: Derrick Watchman, Chairman of the Board of Directors, National Center for American Indian Enterprise Development (NCAIED)

8:30 AM - 4:00 PM

BUSINESS MATCHMAKING PROCUREMENT EXPO (*Dine CFI*)

8:30 AM – 10:00 AM

BREAKOUT SESSIONS I

STARTING A BUSINESS? LEARN ABOUT THE ESSENTIALS OF BUSINESS STARTUP AND THE RESOURCES AVAILABLE (*Twin Arrows A*)

So, you want to start a business? Or are you just getting started in business? Becoming an entrepreneur is one of the biggest challenges and there are many questions to ponder. What type of business structure? Where should I set up my business? What types of products or services should I provide? Who will be my target customer? This session will help you answer some of these questions and help you get started on the right foot for long term business success!

Presenters:

Edgar Tohtsoni, Senior Economic Development Specialist, Eastern Regional Business Development Office, Division of Economic Development, Navajo Nation
Russell F. Pedro, Business Development Specialist, American Indian Chamber of Commerce of New Mexico

8:30 AM – 10:00 AM

FINANCIAL MANAGEMENT & MANAGING CASH FLOW (*Twin Arrows B*)

Understand the essentials - rules, tools and best practices for a small business. Better prepare for business financing needs (start-up finance, working capital, and fixed asset loans). Learn ways to manage cash flow (e.g., receivables & payables) and how better cash flow management and projections based on the cash cycle can improve and strengthen your business and access capital if needed for business essentials.

Presenter: Sean McCabe, Managing Partner, Anuskewicz & McCabe CPAs, PC

8:30 AM – 10:00 AM

TRIBAL ECONOMIC DEVELOPMENT 101 (*Dine ADG*)

Tribal Economic Development exists ephemerally within three mainstream schools of thought, namely Planning, Economic Development and Nation Building. This course is intended to recognize values and principles of each respective discipline and how they may be applied to Tribal economic development efforts overall. The approach is to build upon a base understanding of Indian Country and the applicable land and governance status. History and culture are explained in a manner that shapes recent history and economic outlook of individual Tribes. At its culmination, Tribal Economic Development shines as a holistic approach to Human Development and Innovative Leadership.

Moderator: Rob Salas, Executive Vice President, Tribal Indemnity, LLC

Panel: Marcelino Flores, Tribal Council Member, Pascua Yaqui Tribe
Buddy Rocha Jr., Economic Development Director, Yavapai-Apache Nation

Kim Kanuho, President/Planner, Fourth World Design Group LLC

8:30 AM – 10:00 AM

TEAMING: AN OLD TOOL FOR GOVERNMENT CONTRACTING (*Dine BEH*)

As the federal government downsizes in procurement personnel, the amount of federal spending in procurement does not. But, as the contracts get bigger, small businesses will need to develop a strategy to "look bigger" and "more capable" in the eyes of the feds. How can you do this when the economy is also working against you? Make plans to attend this introductory strategic training into how to stay alive by TEAMING. Presented by the NCAIED PTAC.

Presenter: Adolfo Vasquez LTC, USA Retired, Procurement Specialist, National Center American Indian PTAC

10:15 AM – 12:00 PM

BREAKOUT SESSIONS II

FEDERAL CONTRACTING 101 (*Twin Arrows A*)

This session is designed to help small businesses understand government contracting programs. It is about helping small firms win federal contracts and provides a small business introduction to government contracting. It describes prime and subcontracting assistance programs, SBA certification programs, and women and veteran owned small business programs. It will help small business owners gain an understanding on how the government buys and how to sell to the government.

Presenter: Billie Anderson, Business Development Specialist, U.S. Small Business Administration

10:15 AM – 12:00 PM

SOCIAL MARKETING 101 -BEYOND THE #SELFIE - 7 TIPS ON HOW TO INCREASE FACEBOOK ENGAGEMENT FOR YOUR BUSINESS (*Twin Arrows B*)

Are you questioning if you should post selfies and food pictures to your business Facebook Page like you would to your personal Facebook wall? Be a part of today's interactive discussion and learn 7 tips about scheduling content, how to use "Boost Post" and ads, deciphering Facebook business insights, and how to use the "Call to Action" button. We'll immediately apply what we learned through a hands-on exercise. If you're a business owner or have been tasked with managing your organization's Facebook Page, this session is for you.

Presenter: April Tinhorn, Owner/Consultant, Tinhorn Consulting, LLC

10:15 AM – 12:00 PM

DOING BUSINESS WITH THE ARIZONA DEPARTMENT OF TRANSPORTATION (*Dine ADG*)

ADOT has established a Disadvantaged Business Enterprise program in accordance with the regulations of the U.S. Department of Transportation (USDOT), 49 CFR Part 26. It is ADOT's policy to ensure that DBEs have an equal opportunity to receive and participate in USDOT-assisted contracts. Learn more about this important ADOT resource program and the process for DBE certification.

Presenter: Shafi Threet, DBE Certification Technician, DBE Supportive Services, Arizona Department of Transportation

12:00 PM – 1:00 PM

LUNCHEON (*Dine BEH*)

1:15 PM – 3:00 PM

BREAKOUT SESSIONS III

DOING BUSINESS WITH SALT RIVER PROJECT AND ARIZONA PUBLIC SERVICE (*Twin Arrows A*)

Learn about the Supplier Diversity program and its mission to work with minority, women and services-disabled veteran-owned businesses to identify suppliers and locate purchasing or contracting opportunities. This presentation will share information about the opportunities available and how to do business with APS and SRP.

Presenters:

Patti Pyle, Manager-Supplier Diversity, Salt River Project (SRP)
Jesus Borboa, Supplier Diversity Program Manager,
Arizona Public Service (APS) Supplier Diversity & Development

1:15 PM – 3:00 PM

ACCESS TO CAPITAL (*Twin Arrows B*)

Every business needs access to capital for start-up funding, working capital, cash flow and growth. Learn about the key components of creating a financially healthy business and the qualifications needed for a business loan or other alternative funding sources.

Presenters:

Dave Castillo, Chief Executive Officer, Native Capital Access
Lyle Frederickson, Vice President, Great Western Bank
Ralph Gonzales, Business Development Manager, CAFI Funding

1:15 PM – 3:00 PM

MARKETING TO THE FEDERAL GOVERNMENT (*Dine ADG*)

What does it take to market to the Federal Government buyers? In this session, you will learn about the difference in marketing to the Government buyers. The Federal Government is the world's largest buyer, spending over \$400 Billion dollars annually on anything from armored vehicles to pens and pencils. Marketing any product or service requires understanding your buyer; the what, who, where, when, how and why. Understanding your customer's buying needs using forecasts and data will help you determine your target market.

Presenters:

Mabel Tsosie, Spottedhorse InfoSystems, LLC.
George Williams, Program Manager, National Center American Indian PTAC

3:15 PM – 4:45 PM

BREAKOUT SESSION IV

BUSINESS RETENTION, GROWTH & SUCCESSION PLANNING (*Dine ADG*)

Business retention, growth and succession planning begins and ends with perpetual vision. Far more than a simple vision statement, perpetual vision sets the foundation for the establishment of successful business models and determines how each model must change and evolve over time. Inseparable from the methodology itself, and critical path to success, business owner(s) must be capable of envisioning every possible business opportunity and examining every possible limitation, real or imagined. Business don't fail, business owners fail at business. Training and developing leaders is therefore the most important element in business retention and growth. Succession planning is critical to making sure the right leaders are in the right place with the right skills at the right time. Then, businesses can be engineered for growth, expansion and contribution to the overall economic model. For this to succeed and thrive on a holistic basis, long-term business value must be established and the following must be developed: 1) new entrepreneur's identification, 2) new businesses established via incubation, 2) new customers found for existing businesses, 3) new markets penetrated for businesses, and 4) new partners established for business success. We will examine all of the above in this session.

Presenter: Bill Wimberley, CEO, Visioneering Associates

3:15 PM – 4:45 PM

**THE ADVANTAGES OF A MINORITY BUSINESS CERTIFICATION
(*Twin Arrows A*)**

The Pacific Southwest Minority Supplier Development Council (PSWMSDC) is the National Minority Supplier Development Council (NMSDC) regional affiliate that services Arizona and San Diego County. We help grow minority businesses by connecting them to procurement opportunities with our corporate members. Corporate purchases from NMSDC certified Minority Business Enterprises (MBEs) exceeded \$125 billion in 2013. Our non-profit organization is the premier minority certifying entity in the nation and is comprised of most of America's publicly owned companies as well as health care institutions, universities and municipalities. We offer the most widely accepted minority certification with 12,000 MBEs in our network & 1,750 corporations supporting our efforts. Learn about the MBE Certification process and competitive advantages of an MBE Certification.

Presenters:

Wendy Taylor, Operations Manager, Pacific Southwest Minority Supplier Development Council (PSMSDC)
Casey Dooley, General Manager, Tooh Dineh Industries. Inc.

3:15 PM – 4:45 PM

OPPORTUNITIES FOR VETERAN OWNED BUSINESS (*Twin Arrows B*)

The Department of Veterans Affairs (VA) Has Special Authority for Service-Disabled Veteran-Owned Small Business/Veteran-Owned Small Business (SDVOSB/VOSB) Set-aside and Sole Source Contracts. Public Law (P.L.) 109-461 entitled "Veterans Benefits, Health Care, and Information Technology Act of 2006" provides VA with unique authority for contracting with SDVOSB and VOSB. A new procurement hierarchy within VA for open market procurements was created which places our highest priority with SDVOB followed by VOSB. In this session, you will learn about the importance of Certifications for SDVOB and VOSBs and the resources available.

Moderator: Jamescita Peshlakai, Veteran's Liaison, Navajo Nation Office of President/Vice President

Panel: Billie Anderson, Small Business Administration
Jim Pipper, Small Business Administration
Adolfo Vasquez LTC, USA Retired, Procurement Specialist, National Center American Indian PTAC