

**3<sup>rd</sup> ANNUAL NAVAJO NATION ECONOMIC SUMMIT**  
**“Road to Regional Diversification”**  
**TWIN ARROWS NAVAJO CASINO RESORT**  
**April 23-25, 2018**

**TENTATIVE 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: 2380 N. Oakmont Drive, Continental Country Club, 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/or purchasing personnel with the Navajo Agricultural Products Industry (NAPI), Navajo Gaming Enterprise (NGE), Navajo Tribal Utility Authority (NTUA) and Navajo Engineering and Construction Authority (NECA), Navajo Nation Shopping Center (NNSCI) regarding procurement process for construction, products and services for contractors/vendors.*  
Moderator: Sharon Begay-Platero, IDS/Project Development Dept., DED  
Shannon Denetchiley, Purchasing Manager/NAPI  
Alan Halphen, Executive Director for Purchasing/NGE  
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 administer the business site leasing and the Real Estate Department manage and enforce 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, Senior EDS/Shiprock RBDO, DED  
Christine M. Schwamberger, Principal Attorney/Economic & Community Development Unit, NN Department of Justice  
Genevieve Keetso-Bighorse, Senior EDS/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, foundation and corporate sources.*  
Moderator: Libby Valteau, Program Manager/FDRBDO, DED  
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: Dewayne Johnson, Program Manager/WRBDO, DED

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

Larietta Tso, Tax Compliance Officer/ONTC

\*\*1:15 PM – 4:45 PM\*\*

**2018 SEVEN GENERATION BUSINESS PLAN COMPETITION (*Closed Session*)**

*This program was established by NAU Center for American Indian Economic Development 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 Esquera, Center for American Indian Economic Development/NAU

Coordinator: Margie Dee, Program Manager/NRBDO, DED

Judges: Robert Miller, ASU

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 Indian owned businesses and register businesses under the Navajo Nation Corporation Code, reviews and processes all applications & articles of incorporations and manage & facilitate 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 NETWORK RECEPTION – Room: Dine’ Ballroom**

**\*\*Sponsor: Red Mesa Trading Company\*\***

**OPENING ENTERTAINMENT:** Background music by **Inka Gold**

**MASTER OF CEREMONY:** Pax Harvey, Consultant

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

**FEATURED SPEAKER:** Chris James, CEO/President, NCAIED (invited)

**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/Northern Arizona University Center for American Indian Economic Development

**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 IN 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/James Anderson Production; “Recipes for  
Success”
- 10:00 AM-10:15AM      **BREAK**
- 10:15 AM-11:15 AM      **“HOW TO DO BUSINESS WITH EPA” - Room: Dine’ BALLROOM**  
*The EPA mission is to protect human health and the environment, who provide  
important elements of the contracting process, points of contact and information on  
regulations and policies, with businesses and entities.*  
**Moderator:** Joan Notah, Senior Procurement Specialist/NCAI-PTAC  
Autumn Roe, Contracting Officer/USEPA (invited)  
Dr. Donald Benn, Division Director/NNEPA  
Robert Manriques, PG, QSD/Principal, Tetra Tech EM Inc. (invited)  
Duane Aspaas, President/iina’ba
- 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**  
*Provide reports regarding Navajo Nation economic impacts in the immediate and not so immediate future. The reports are: 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, 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, IDS/PDD, DED
- 1:45 PM – 3:00 PM      **“HOW TO DO BUSINESS WITH THE GOVERNMENT” – Room: Dine’ ADG**  
*The key elements of a win-win opportunity for your business to provide goods and services in contracting with the government, sustains a stable business that provide job opportunities. Learn about the guides for doing business with the government.*  
Moderator: Elaine Young, Department Manager/SBDD, DED  
Margaret Shirley-Damon, Contracting Specialist/NAIHS  
Harold “Jess” Briend, Deputy Reg. Director/Indian Services, US Dept.  
Margaret Shirley-Damon, Contracting Specialist/NAIHS  
Lynelle Benallie/Bureau of Indian Affairs  
Ella Dempsey/Bureau of Indian Affairs
- 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, know how to interpret the data,*  
Moderator: Edgar Tohsoni, Senior EDS/EasternRBDO, DED  
Marilyn Beck, Manager-Owner/Nii’Beeso  
Brienne Arviso, Project Manager, Arviso Construction (invited)
- 1:45 PM – 3:00 PM      **“WHAT IS NAAT’AANII DEVELOPMENT CORPORATION” – Room: Bingo Hall**  
*The Naat’aanii Development Corporation will incorporate four subsidiary companies under its holding umbrella to attract manufacturing corporations and job creation; to implement an environmental remediation services company; to ease the challenges of housing; and to create a healthcare company to provide services related to I.H.S., Medicaid and Medicare.*  
Moderator: Juan Masey, Executive Staff Assistant Office/Office of the President & Vice President (invited)  
Manley Begay, Chairman, Navajo Nation Economic Development Council (invited)  
Robert Joe, Consultant (invited)
- 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, DED  
Henry Silentman, Senior EDS/Shiprock RBDO, DED  
Kim Kanuho, President/Planner, Fourth World Design Group
- 3:30 PM – 4:45 PM      **“MAXIMIZING MARKETING IN THE RURAL SECTOR” – 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 meeting the needs of the local communities, with consideration of transportation and population demographics. Learn how to maximize your market in the rural sector.*  
Moderator: Anthony Little, Program Manager/Chinle RBDO, DED  
JT Willie, Director of Marketing/Ft. Defiance Indian Health Board  
TBA Speaker/Coconino County Community College (invited)
- 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, Navajo CDFI  
Shannon Ward, Native American Bank  
Nate Lee, Vice-President of Commercial Banking/Bok Financial  
Dave Castillo, CEO/Native Capital Access
- 3:30 PM – 4:45 PM      **“ECO-TOURISM” – Room: Bingo Hall**  
*The 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 way 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
- 4:45 PM – 6:00 PM      **BREAK**

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**BANQUET – Room: Dine’ Ballroom**

**\*\*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 EDS/PDD, 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**
- 12:00 PM – 1:30 PM      **BOX LUNCHEON – Room: Dine’ BCEFHI**  
  
                                 **SPEAKER:**      Arizona Public Service (invited)  
                                                      Salt River Project (invited)
- CLOSING REMARKS/DOOR PRIZES**
- RETIRE OF COLORS:** Leupp Veterans Organization