

2016 NAVAJO NATION ECONOMIC SUMMIT
Twin Arrows Navajo Casino Resort
Twin Arrows, Arizona
April 11-13, 2016

AGENDA
(Agenda is subject to change)

MONDAY, APRIL 11, 2016

- 2:00 PM – 5:00 PM Registration
Trade Show setup
- 9:00 AM – 2:00 PM Golf Tournament (continental breakfast and lunch provided)
LOCATION: Continental Country Club
- 6:00 PM – 8:00 PM Welcome Reception

TUESDAY, APRIL 12, 2016

- 7:00 AM – 5:00 PM Registration
OPEN: Trade Show / Artisan Booth
- 7:00 AM – 8:30 AM Continental Breakfast
- 8:30 AM – 9:00 AM Opening General Session
- 9:00 AM – 10:00 AM **“DEVELOPING TRIBAL ECONOMIES”**
- History and Values of the Navajo People for governance and leadership
 - Distinguishing factors promoting economic development
 - Economic indicators
 - Frameworks of Government
- 10:00 AM – 11:00 AM **“CREATING COMPETITIVE ADVANTAGES OF TRIBAL CORPORATIONS”**
- 11:00 AM – 12:00 PM **“MAJOR INITIATIVE & OPPORTUNITIES FROM THE NAVAJO NATION”**
- Economic development project
 - Uranium Clean-up
 - \$500m Retrofits
 - Overview of future infrastructure plans (roads, utilities, communication, transportation)
- 12:00 PM – 1:30 PM LUNCH
SMALL BUSINESS RECOGNITION
- Success stories, innovation, challenges, navigating obstacles, etc.
- 1:45 PM – 3:15 PM **“ROLE OF THE NAVAJO NATION COURT SYSTEM IN THE NAVAJO NATION GOVERNMENT”**
- History of the Navajo Nation Court System

- Why the Navajo courts should be independent
- What do the Navajo courts do?

1:45 PM – 3:15 PM **BREAKOUT SESSIONS**

“GROWING YOUR CONSTRUCTION BUSINESS”

- Light & heavy construction
- Projects & Contracting Opportunity (need forecast)

“MANUFACTURING INDUSTRY”

“GET STARTED: DOING BUSINESS WITH NAVAJO NATION”

- Registering business
- Priority Listing

3:30 PM – 5:00 PM

“DIVERSIFYING FROM COAL & GAMING”

“TRANSPORTATION & WAREHOUSING”

- Transportation business
- Warehousing
- Projects & Contracting Opportunity

“AGRIBUSINESS”

- Large and small scale
- Grazing

“STRATEGIES FOR GROWING YOUR BUSINESS”

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

5:30 PM – 6:00 PM

NETWORK SESSION (Cash Bar)

6:00 PM – 8:00 PM

BANQUET

WEDNESDAY, APRIL 13, 2016

7:00 AM – 5:00 PM

Registration
OPEN: Trade Show / Artisan Booth

7:00 AM – 8:30 AM

Continental Breakfast

8:30 AM – 10:00 AM **BREAKOUT SESSIONS**

“ENERGY RESOURCE DEVELOPMENT”

- Direction
- Projects & Contracting Opportunity

“TELECOMMUNICATIONS”

- Projects & Contracting Opportunity

“FORMER BENNETT FREEZE OPPORTUNITIES”

- Projects & Contracting Opportunity

“ACCESS TO CAPITAL”

- Types of Capital
- Banking, loans, etc.
- Partnership
- Risk Management

10:00 AM – 11:30 PM

BREAKOUT SESSIONS

“GREEN ENERGY DEVELOPMENT”

- Direction
- Projects & Contracting Opportunity

“WORKFORCE DEVELOPMENT”

- Technical Skills
- Diversity
- Youth Programs
- Resources for Small Business

“PROFESSIONAL SERVICES”

“DEVELOPING A WINNING PROPOSAL”

12:00 PM – 1:30 PM

LUNCH

BUSINESS RECOGNITION: “NAVAJO NATION BUSINESSES OF THE YEAR”

1:45 PM – 3:15 PM

BREAKOUT SESSIONS

“TOURISM OPPORTUNITIES”

- \$310 million Industry

“DOING BUSINESS WITH FEDERAL GOVERNMENT”

- Health & Human Service
- Projects & Contracting Opportunity

“MARKETING (CAPTURE)”

- Identifying your market niche
- Creative marketing
- Branding

3:30 PM – 4:30 PM

“TIPS FOR LONG TERM SUCCESS”

CLOSING SESSION

6th Annual Navajo Nation Business Opportunity Day

Twin Arrows Casino Report

Flagstaff, Arizona

Thursday, April 14, 2016

- 7:00 am – 5:00 pm Registration
- 7:30 am – 8:30 am Continental Breakfast
- 8:00 am – 3:00 pm Trade Show Expo
- 8:00 am – 8:30 am Opening General Session
- Joan Notah, American Indian Procurement Technical Assistance Center (PTAC)
- Featured Speaker: TBD
- 8:30 am – 4:00 pm Business Matchmaking Procurement Expo
- 8:30 am – 4:30 pm How to Write a Winning Proposal Workshop (Pre-registration Required)
- 8:30 am – 10:00 am Breakout Sessions I
- Business Start-up Basics
 - Small Business Accounting
 - TBD
- 10:15 am – 12:00 pm Breakout Sessions II
- Federal Contracting 101
 - Social Marketing 101
 - TBD
- 12:00 pm – 1:00 pm Luncheon
- 1:15 pm – 3:00 pm Breakout Sessions III
- Negotiating: Closing the Deal and Making the Sale
 - Tribal Economic Development
 - Access to Capital
- 3:15 pm – 4:45 pm Breakout Session IV
- Business Retention and Succession Planning
 - Doing Business with the Counties and Municipalities
 - TBD