



Goal: To enhance business opportunities and foster economic growth from which Leech Lake, Red Lake and White Earth Tribal Nations will develop healthy and self-sufficient communities.

Outcomes: 1) Identify successful economic development models for tribal governments.
2) Strengthen Indian-owned businesses by promoting “**Buy Indian**”.

Emcee: David Glass, President, American Indian Economic Development Fund

Wednesday August 13

8:00 a.m. Registration/Continental Breakfast-Yellow Meal Ticket
*Remember to hold on to your meal tickets for raffle drawings

Leech Lake Ballroom

9:00 a.m. Invocation-Henry Sherer-Nason
Drum Ceremony-Leech Lake Nation
Flag Ceremony-Honor guards from each reservation

Leech Lake Ballroom

9:30 a.m. Welcome from Tribal Chairs
Arthur “Archie LaRose, Chair, Leech Lake Band of Ojibwe
Floyd “Buck” Jourdain, Jr., Chair, Red Lake Nation
Erma Vizenor, Chair, White Earth Band of Ojibwe

10:00 a.m. Overview of Northern Minnesota Reservation Economic Development Commission
Andy Wells, Chair, Northern Minnesota Tribal Economic Development Commission
The Northern Minnesota Tribal Economic Development Commission was created by the governing bodies of the Leech Lake, Red Lake and White Earth Nations. The purpose of the Commission is to serve as a liaison between the Leech Lake Reservation, the Red Lake Reservation, the White Earth Reservation Tribal Councils, and area partners, businesses and interested parties to develop cooperative economic development efforts and other mutually beneficial projects on behalf of the three Tribal Nations and the region, which shall be presented to the three respective Tribal governments for approval.

Leech Lake Ballroom



N.M.N.R.E.D. (NORTHERN MINNESOTA RESERVATION ECONOMIC DEVELOPMENT)

- 10:30 a.m. Keynote Speaker- *Developing Diverse Tribal Economies- The Lifeblood of Stable Sovereign Tribal Nations*
Megan Minoka Hill, Associate Director of Honoring Nations Program, Harvard Project on American Indian Economic Development
Leech Lake Ballroom
- 11:15 a.m. Break/Lunch Setup
- 11:30 a.m. Lunch-White Meal Ticket
Leech Lake Ballroom
- 12:00 p.m. Keynote Speaker-*Make It Happen*
Valerie Red-horse, President, Red-Horse Financial Group
Leech Lake Ballroom
- 12:45 p.m. Break/Lunch Cleanup
- 1:15 p.m. Breakout sessions
- 1) Higher Level Financing for Tribes-“**Using OPM (Other People’s Money)**”
Location: Leech Lake Room
 - a. Valerie Red-Horse, President, Red-Horse Financial Group
 - b. Robert Solomon, Founder, Beekman Securities, Inc.
 - 2) Developing a creative team
Location: Battle Point Room
 - a. Judge Joseph Flies-Away
 - b. Jamie Fullmer, Blue Stone Strategy Group
 - 3) Basic Business Marketing-“**Get Noticed!**”-The Fundamentals of Marketing
Location: Blackduck Room
 - a. Dave Smith, Marketing Assistant and Research Solutions, Bemidji State University
 - b. Andra Vaughn, Small Business Development Center, Bemidji State University



**N.M.N.R.E.D. (NORTHERN MINNESOTA RESERVATION ECONOMIC DEVELOPMENT)
SUMMIT & TRADESHOW • AUGUST 13 & 14, 2008**

4) Minnesota Public Radio-“**What’s News to You?**”

Location: Onigum Room

- a. Jim Bernstein
- b. Linda Fantin
- c. Dan Gunderson
- d. Tom Robertson

5) Small business development and planning-“**Working to Get Back to our Entrepreneurial Roots**”

Location: Shingobee Room

- a. Gail Levenson, Cass County Economic Development Corporation
- b. Jennifer Waltman, American Indian Economic Development Fund
- c. Sherri Komrosky, Procurement Technical Assistance Center

2:30 p.m.

Break

2:45 p.m.

Breakout sessions

1) Business Financing-“**Financing Your Small Business**”

Location: Leech Lake Room

- a. Amy McKenna Luz, Association for Enterprise Opportunity
- b. Duane Swanson, Western Bank, Cass Lake

2) Developing a creative team

Location: Battle Point Room

- a. Joseph Flies-Away, Chief Judge of the Hualapai Tribal Court in Yreka, California
- b. Jamie Fullmer, Blue Stone Strategy Group

3) Basic Business Marketing-“**Get Noticed!**”-The Fundamentals of Marketing

Location: Blackduck Room

- a. Dave Smith, Marketing Assistant and Research Solutions, Bemidji State University
- b. Andra Vaughn, Small Business Development Center, Bemidji State University



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5) Tribal Purchasing-“**Local Indian-Owned Businesses**”

Location: Shingobee Room

- a. Pam Standing, Executive Director, Minnesota American Indian Chamber of Commerce
- b. Lynn Dee Rapp, Eagle Opportunity

- 4:00 p.m. Adjourn
- 4:15 - 6:00 p.m. Trade Show Reception-Vendor Tent (West side of Northern Lights Casino)
- 6:30 p.m. Dinner & Entertainment-Everett Atherton, Elvis Impersonator
Red Meal Ticket-**Leech Lake Ballroom**

Thursday, August 14

- 7:30 a.m. Breakfast-Green Meal Ticket
Leech Lake Ballroom
- 8:30 a.m. Keynote Speakers-*The Power of Tribal Partnerships*
Terrance Nelson, Roseau River Canadian Tribal Partners
Allan McLeod, Tribal Council Investment Group of Manitoba Ltd.
Leech Lake Ballroom
- 9:15 a.m. Keynote Speaker-“*Building Self-Sufficiency Through Small Business Development*”
Amy McKenna Luz, President/CEO Association for Enterprise Opportunity
Leech Lake Ballroom
- 10:00 a.m. Break/Setup



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10:15 a.m.

Breakout sessions

1) Intertribal Trade Without Borders (Closed Session)

Location: Onigum Room

- a. Facilitator: Lenor Scheffler, Partner, Best & Flanagan, LLP
- b. Kate Saba, Trade Commissioner, Consulate General of Canada, Minneapolis, Minnesota

2) Business Financing-“**Financing Your Small Business**”

Location: Battle Point Room

- a. Amy McKenna Luz, Microenterprise Network Group
- b. Duane Swanson, Western Bank, Cass Lake

3) Advanced Business Marketing-“**Market Planning for Success**”-Solving the Mystery of Price, Product, Place and Promotion

Location: Blackduck Room

- a. Dave Smith, Marketing Assistant and Research Solutions, Bemidji State University
- b. Andra Vaughn, Small Business Development Center, Bemidji State University

4) Small Business Development & Planning-“**Working to Get Back to our Entrepreneurial Roots**”

Location: Shingobee Room

- a. Gail Levenson, Cass County Economic Development Corporation
- b. Jennifer Waltman, American Indian Economic Development Fund
- c. Sherri Komrosky, Procurement Technical Assistance Center

5) Tribal Investments and Portfolios-“**Think Like a Quilt Maker**”

Location: Leech Lake Room

- a. Dan Stafford, Virchow Krause & Company Employee Benefits, LLC
- b. Suzann Brown, Virchow Krause & Company Wealth Management, LLC

11:30 a.m.

Break/Lunch Setup

11:45 a.m.

Lunch-Red & White Meal Ticket

Leech Lake Ballroom



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- 12:15 p.m. Keynote Speaker-*“Creating Wealth in Indian Country”*
Miko Beasley Denson, Tribal Chief, Mississippi Band of Choctaw
Leech Lake Ballroom
- 1:00 p.m. Native Pride Dancers
Leech Lake Ballroom
- 1:30 p.m. Closing Ceremony-Retirement of Flags
Leech Lake Ballroom