



ATNI-EDC UPDATE

May 2017

ATNI-EDC Board of Directors

President

Michael Marchand (2018)
The Confederated Tribes of the Colville Reservation

Vice President

Antone Minthorn (2017)
The Confederated Tribes of the Umatilla Reservation

Treasurer

Justin Parker, FS (2017)
Makah Tribe

Secretary

Sharon Goudy, FS (2018)
Yakama Nation

Members-At-Large

Scott Clements, FS (2020)
Not Tribally Affiliated

Anthony Johnson (2018)
Nez Perce Tribe

Jack Lenox (2017)
Coquille Indian Tribe

Bill Tovey, FS (2020)
The Confederated Tribes of the Umatilla Reservation

J. Dave Tovey (2018)
The Confederated Tribes of the Umatilla Reservation

Walter Jackson (2017)
Quileute Tribe

Jim Stanley (2019)
Quinault Indian Nation

FS = Also serves on the ATNI Financial Services Board (Board term expiration dates)

FROM THE EXECUTIVE DIRECTOR



It has been one year since I became the Executive Director of Affiliated Tribes of Northwest Indian Economic Development Corporation. And it has been quite a year! I have been blessed to draw from the experience, guidance, and vision of the ATNI-EDC Board.

Much of the year has been spent developing our Comprehensive Economic Development Strategy (CEDS). Once completed, the CEDS will serve as a roadmap for how we will grow and scale ATNI-EDC to be responsive to the needs and priorities of ATNI member Tribes. We expect to complete the CEDS by July of 2018. Until then, we are actively seeking programming to sustain the organization, while also providing value to ATNI Member Tribes.

We are currently assisting with two different projects to support Tribal housing on the Columbia River. We are working with the Native American Youth and Family Center (NAYA) and Columbia River Inter-Tribal Fish Commission to create an intertribal housing entity. We are also working with native-owned engineering firm Akana to develop The Dalles Tribal Housing Integrated Village Development Plan. Though both projects have separate and distinct scopes, ATNI-EDC's participation will lend cohesiveness so that each project is developed with the other in mind.

We have recently hired a part-time associate to manage the day-to-day of our revolving loan program. Looking to the future, we would like to hire a full-time manager or director level employee to manage and grow the revolving loan program. It's an important area of ATNI-EDC, and supports Native small businesses and entrepreneurs. It's a program that requires quite a bit of time and oversight. The right person for the job will identify opportunities to grow the loan fund, create relationships with the loan customers, and create relationships with partners to better leverage our available loan capital.

We have many dreams to grow capacity of the organization to better serve ATNI Member Tribes, but those dreams are anchored by funding restrictions. Currently, ATNI-EDC derives all of its income from government grants, which is shaky ground to stand on these days. We are working to grow our relationships with private foundations. We are also working with ATNI to identify sustainable, long-term funding solutions for ATNI-EDC. It has been a great year, and I look forward to many more as the Executive Director of this great organization. It is an honor to serve my community.

Respectfully,

Amber Schulz-Oliver (Yakama/ Wasco)

ATNI-EDC'S COMPREHENSIVE ECONOMIC DEVELOPMENT STRATEGY

ATNI-EDC is focusing on creating an inter-tribal economic development strategy for ATNI Member Tribes to inform the future course of ATNI-EDC. The strategy will highlight common hurdles and successes, and delineate a strategy wherein we can leverage strengths and fill gaps. The completed strategy will serve as a roadmap to grow and scale ATNI-EDC, and to be responsive to the economic development needs and priorities of ATNI Member Tribes.

Through a partnership grant with the Economic Development Administration (EDA), ATNI-EDC is advancing its Comprehensive Economic Development Strategy (CEDS). The CEDS is a tool that outlines a locally-based, regionally-driven economic development planning process. The ATNI-EDC CEDS is unique in that the defined region is dispersed. Though each Tribe is in different places with economic development, ATNI-EDC will endeavor to develop a strategy that will assist all ATNI-Member Tribes with their economic development initiatives. The ATNI-EDC CEDS will likely adopt a two-pronged strategy: one that will outline a strategy to assist ATNI Member Tribes realize their economic development goals and priorities, and one that builds a robust inter-tribal economy.



Participants at first CEDS Visioning Session

FINDINGS FROM THE FIRST CEDS VISIONING SESSION

The first Tribal Economic Development Visioning Session took place on January 25, 2017 during the ATNI Winter Convention at Grand Mound, Washington. The session was kept open, to allow space for Tribal input. We built in a structure to start the conversation, and to begin to put a frame around the ATNI-EDC CEDS. We didn't know what we were going to walk away with, but we were hoping that it would include the base of a structure upon which we can build the CEDS.

We stepped back and evaluated where our communities were 10 and 20 years ago, and how that compares to where we are today. The intent was to show that we have come a long way in a short amount of time, and to allow us to reach outside of what we know to build a vision of our future economies. During this session, we wanted to answer the questions: What will our communities look like in 10 and 20 years? What advantages will we enjoy, that we might not have today?

The responses were largely community oriented: *Children can Always Come Home; Economy Takes Care of All; All Wealth Generated from within; Children experience NO abuse; Still find value in their culture; A job for every tribal member who wants one; Training and Employment alignment; Increase wealth: Self Determination; Off-Reservation: Go to the markets; Go where the opportunities – not place- bound; Inter-Tribal Mobilization and Communication; Intertribal Investment; Exploring new sectors; Workforce Development and Succession Planning; and Intertribal Capital Projects.*

JOIN US FOR THE SECOND CEDS ECONOMIC DEVELOPMENT VISIONING SESSION

Thursday, May 25, 2017 during the ATNI Mid-Year Convention

ATNI-EDC is hosting the second Tribal Economic Development Visioning Workshop. This workshop will build on information gathered during the first workshop, and will explore the questions: What kind of economy do we want to build for the future of our children and our communities, and **HOW** do we want to get there? How can ATNI assist Tribes with their individual economic development initiatives, and help create a platform upon which to explore inter-tribal enterprise development?

ATNI-EDC is developing a tribal/ inter-tribal Comprehensive Economic Development Strategy (CEDS), and we want to hear from YOU about your communities' economic development goals and priorities. This session is open to everyone. We welcome those who were able to attend the first visioning session, as well as those who didn't. We hope to see a strong representation of Tribal leadership and economic development staff in attendance! Come and let your voice be heard, and help shape the future direction of ATNI-EDC.

We are offering remote participation for this workshop for up to 30 participants. Please contact Amber by May 18 if you would like more information. ATNI also offers a [one-day event registration](#) for \$250 for those that are interested in participating only in the workshop.

If you have any questions, please contact Amber Schulz-Oliver at amber@atniedc.com, or (971) 678-9721.

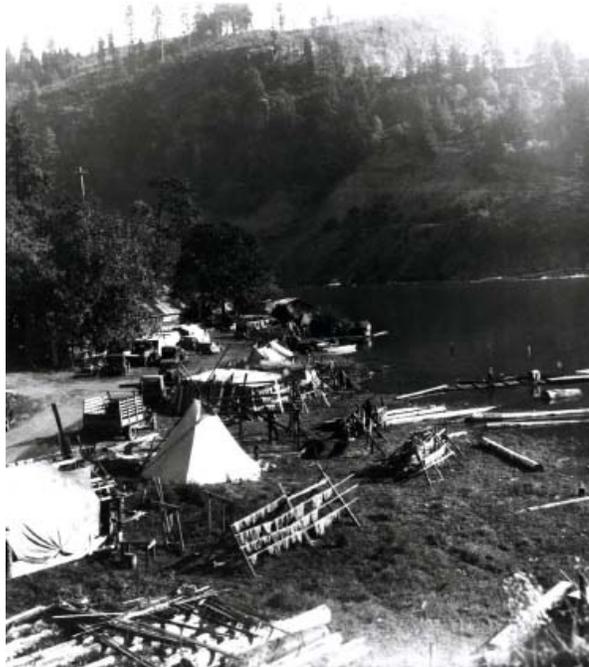
ATNI-EDC'S CURRENT PROJECTS

THE DALLES TRIBAL HOUSING INTEGRATED VDP

Prior to construction of the dams, Native Peoples lived along the shore of the Columbia River. People of Yakama Nation, Warm Springs Reservation of Oregon, Confederated Tribes of the Umatilla Reservation, and the Nez Perce Tribe were displaced by the back waters of the Dalles Dam, and the ability for them to exercise their treaty rights to hunt, fish, and gather in usual and accustomed places was compromised.

The Flood Control Act of 1950 authorized the construction of The Dalles Dam on the Columbia River. This authorization recognized the construction of the dam would inundate two tribal villages and provided for the construction of a replacement village.

The US Army Corps of Engineers has selected Native-owned engineering firm Akana to assess three potential village sites to mitigate for lost housing on the Dalles Pool on the Columbia River, and document the results and recommendations into an Integrated Village Development Plan. The Integrated Village Plan will serve as the support documentation for the budget request to Congress. ATNI-EDC is providing facilitation services to for this project.



CREATION OF A COLUMBIA RIVER INTERTRIBAL HOUSING AUTHORITY

Since time immemorial, the Columbia River has served as an important gathering place for Native Peoples to meet, trade, and fish. Celilo is sometimes called “the Wall Street of the West.” It was a place of celebration, stick games, and commerce. Tribal people would gather from hundreds of miles around to meet at the Columbia River.

During the industrial age, the People were pushed out – displaced – as dams were erected and transformed the landscape. A village site was set aside for the people of Celilo, but there are many other communities that were pushed out. Despite these challenges, there has been a continuous permanent presence of Native People on the Columbia River – living in dilapidated makeshift homes or RVs. Many families establish permanent residences on the In-Lieu and Treaty Fishing Access Sites, though they were only designed to support seasonal and temporary habitation. Today – 80 years after the construction of the Bonneville Dam,

there is a national effort to re-establish Native American Housing along the Columbia River. This effort must be led by the communities that will benefit from the housing – the tribal people along the Columbia River.

The Columbia River Intertribal Fish Commission (CRITFC) received grant funds from Meyer Memorial Trust to develop an intertribal housing entity along the Columbia River. The U.S. Army Corps of Engineers and U.S. Bureau of Indian Affairs are concurrently working directly with the tribes to address tribal housing along the Columbia River. The federal approach is intended to address specific housing issues along the river and at the In-Lieu and Treaty Fishing Access Sites. The creation of a Columbia River intertribal housing authority will compliment this work and provide a foundation for a broad spectrum of sustained housing services to benefit the tribal community.

ATNI-EDC was named as a partner in the Native American Youth and Family Center’s proposal to the Columbia River Intertribal Fish Commission to co-provide facilitation professional services.

Are you a Tribe, Tribal Enterprise, or Tribal Entrepreneur that wants to highlight your economic development project?

Contact Amber for more information!
amber@atniedc.com
(971) 678-9721

LOAN CORNER

The ATNI-EDC operates a subsidiary organization called ATNI Revolving Loan Fund (ATNI-RLF). The Revolving Loan Fund is a long standing cornerstone of ATNI-EDC, and is a powerful tool to advance economic development in Indian Country, and assist the development of an on-reservation private sector.

The loan fund began in 2001, and is primarily funded by Federal sources. Funds are loaned to tribal governments, enterprises, Native American entrepreneurs, and other eligible entities to develop new and/or expand existing businesses. The loaned funds can be used to leverage private investment, create and retain job opportunities for the benefit of low- and moderate-income persons, and result in the development of wealth in Tribal communities. Funds stem from the Economic Development Administration's Revolving Loan Fund, the U.S. Department of Agriculture's Intermediary Relending Program, and Department of Treasury's Community Development Financial Institution. ATNI-RLF is a certified CDFI. For more information, contact Amber at amber@atniedc.com.

Capital Available to Loan:	\$65,000
Current Capital Loaned Out:	\$700,921
Additional Capital Leveraged Through Partnerships:	\$147,620
Total Capital Loaned to Date:	\$2.78M

CUSTOMER SPOTLIGHT Sonny Davis, Native Harvest



Sonny Davis, owner of Native Harvest

Native Harvest is a Quinault family-owned business firmly rooted in the rich salmon-gathering tradition of tribes throughout the Northwest. In 2015, owner Sonny Davis took out a loan to purchase a Cell Alive System (CAS). The CAS is state-of-the-art freezing technology from South Korea. The CAS quickly and efficiently freezes his catch, and preserves it longer and at a higher quality. The machine freezes the seafood so fast that the cell membranes don't burst, and ice crystals aren't able to form.

MEET JEFF BAILEY

ATNI-EDC is contracting with Jeff Bailey to assist with the day-to-day maintenance of ATNI-EDC's Revolving Loan Fund. Jeff comes to us with seven years of community development experience, and includes two years of leading a nonprofit loan program at a CDFI in Portland, OR. Jeff is passionate about community development financing, and will be a strong asset to ATNI-EDC. Please give Jeff a warm welcome!

Showcase Your Experiences, Destinations and Businesses on NativeAmerica.travel

AIANTA's destination website —NativeAmerica.travel — is the first ever destination website dedicated to Indian Country destinations and experiences across the country. The site connects travelers to the many unique American Indian, Alaska Native and Native Hawaiian destinations in the United States and is the leading travel resource for visitors seeking travel experiences in Indian Country.

The American Indian Alaska Native Tourism Association is happy to provide the opportunity for tribes and tribal businesses this valuable marketing tool – offering all 567 U.S. tribes their own unique page. Each federally recognized tribe can claim a dedicated webpage to showcase and promote their attractions: lodging and resorts, RV parks and campgrounds, museums and much more! Our members receive prominent exposure for their destinations and personalized support to build their page and list attractions and lodgings.

Sign up today at NativeAmerica.travel, or contact Sandra Anderson at 505.243.6399 or sanderson@aianta.org.

With the old freezing technology, it would take 12 hours to do a regular filet of Coho. The CAS machine freezes the same filet in 15 minutes, and at double the negative freezing temperatures— from -18 degrees Celsius to -40 degrees C. They're able to use the CAS to freeze all sorts of seafood. The CAS increases the shelf life of the product, which allows Sonny to save the catch for optimal market pricing. Purchasing the CAS has allowed Sonny to add value to his catch, and increase the viability of his business.



The Cell Alive System freezing Makah-caught halibut filets.

You can learn more about Sonny and Native Harvest by visiting the website: <http://www.nativeharvest.net/>

2017 ATNI Energy & Economic Development Summit

July 17-19 :: Portland, Oregon



SAVE THE DATE: ENERGY AND ECONOMIC DEVELOPMENT SUMMIT

July 17-19, 2017 in Portland, Oregon

The 2017 Tribal Energy & Economic Development Summit is a two and a half day event in Portland, Oregon for energy industry and economic development leaders. The Summit will include speakers, vendors, and interactive experiences to highlight tribal energy innovation, utility partnerships, entrepreneurship, and economic innovation. The 2017 Summit theme, "From Our Past to Future": considers how we can shape economic infrastructure, emerging industries, and technologies. We will accomplish this with a lens on identifying opportunities for collaboration and from lessons learned from the past. The event provides a venue to meet leading energy industry advocates, entrepreneurs, community innovators, and find paths to make positive impact. The event is sponsored by ATNI, ATNI-EDC, Bureau of Indian Affairs Northwest Region, Bonneville Power Administration, Northwest Energy Coalition, Energy Trust of Oregon, and Portland General Electric.

For more information, or to become a sponsor, contact Direlle Calica (ATNI Energy) at dcalica@atnitribes.org, or Amber Schulz-Oliver (ATNI-EDC) at amber@atniedc.com. *The 2017 Tribal Energy and Economic Development Summit will take place July 17-19, 2017 in Portland, Oregon at the McMenamins Kennedy School.*

ATNI-EDC -VS- ATNI's Economic Development Committee —What's the difference?

Have you wondered what the difference is between Affiliated Tribes of Northwest Indians Economic Development Corporation (ATNI-EDC) and ATNI's Economic Development Committee? The two entities are certainly related, but very different.

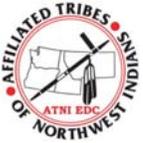
ATNI-EDC is a 501(c)3 non-profit corporation, that was formed in 1996 pursuant to ATNI resolution #96-17, and recognized under ATNI Resolution #96-77. ATNI-EDC's mission is to provide financial and technical assistance in the areas of community and economic development, and is currently funded through Federal grants and by the income received from the loan program.

The ATNI Economic Development Committee falls under the umbrella of ATNI. The mission of the ATNI Economic Development Committee is to coordinate efforts and empower Northwest Tribes and Indian individuals to identify problems and solutions to regional Tribal economic development, and to assist Tribes and Indian individuals to develop their local and regional Tribal economies in accordance with the Affiliated Tribes of Northwest Indians. Often times, ideas and initiatives that are generated from the ATNI Economic Development Committee meetings can lead to ATNI-EDC programming. Both ATNI-EDC and the ATNI Economic Development Committee exist to serve the interests of ATNI Member Tribes.

For information, email: [Direlle Calica @atntribes.org](mailto:Direlle.Calica@atntribes.org) or Amber Schulz-Oliver at amber@atniedc.com

2017 ATNI Energy & Economic Summit

JULY 17-19, 2017



Affiliated Tribes of Northwest Indians
Economic Development Corporation
6636 NE Sandy Boulevard
Portland, OR 97213