



# ATNI-EDC UPDATE

September 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*

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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*

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

## From the ATNI-EDC President



As Tribes, we are in a new era of economic development. Most tribes have casinos, but they're starting to flatten out. We learned a lot with casinos- how to build them, how to run them, and how to finance them. That's good experience that we can use towards new ventures. What does the post-casino world look like? What's next?

One trend that I see is that more and more of our tribal members are moving to urban areas- especially educated people. We see that with each census. People want specialized positions that many tribes don't offer. Urban areas, such as Portland and Seattle, offer diverse jobs and bigger markets. I'm not sure what that means, but we need to create better connections with urban areas. I get the feeling that the time is right to target some of these big cities for bigger growth. More business gets done in a square block in Seattle than with the tribes combined. Traditionally, tribes have been focused on staying on the reservation- but the reservation is comprised of lands that the U.S. Government didn't want. Nothing is stopping us from going off reservation- that's a trend that will pick up more and more as time goes on. There are advantages to operating on trust land, but that's just one opportunity. Tribes have to weigh that with other advantages, and it may not always be the best deal. That opens up the whole world for business. That's where we will be in the next ten years - we're kind of doing it already.

Another trend that I would like to see develop is an emphasis on private sector development. We need more tribal member corporations, more non-profit organizations, more tribal consortiums. We need to empower our tribal members and turn them loose on the world. I see the young people are getting impatient and doing that- they don't need a stamp of approval from tribal council to propel forward.

We need to remember that as tribal people, we have always been entrepreneurs. We may have not always called it that. Individual Indians were out making the economy work through fishing, hunting buffalo, or raising horses. Up to a level it was done for subsistence, but the surplus would be bartered, and that's how we created our business economies. People didn't stick around their homelands. We traveled- sometimes thousands of miles, to gather and trade at Celilo Falls or Kettle Falls.

We have always had a system of sharing wealth, whether through trading, give-away, or potlatch. That is economy. And now we're coming back full-circle, and getting back to where we used to be. Indian people have always been entrepreneurs and world travelers, and that's exciting!

Dr. Michael Marchand  
President, ATNI-EDC

## FROM THE EXECUTIVE DIRECTOR



It has been a busy summer at ATNI-EDC. In July, we collaborated with the ATNI Energy Program and hosted a successful **ATNI Energy and Economic Development Summit**. We have also been working with the Native American Youth and Family Center (NAYA) and the Columbia River Intertribal Fish Commission (CRITFC) on forming an **intertribal housing entity on the Columbia River**. We have also been contracted by Native-owned engineering firm Akana on a **tribal housing project** with the US Army Corps of Engineers. Concurrently, we are also creating the **ATNI-EDC Comprehensive Economic Development Strategy**, and advancing the **revolving loan program**. You can read about each of these projects and initiatives in this newsletter.

I'd like to take this opportunity to thank the volunteers that have graciously dedicated their time and resources to ATNI-EDC. As the only staff member, we run pretty lean. Volunteers enables ATNI-EDC to be a strong, responsive organization. The **Confederated Tribes of the Colville Reservation Planning Department** volunteered to create an online version of the ATNI-EDC CEDS Survey. They did a fantastic job, and the new format enables tribes a fast and easy way to complete the survey. The online survey can be found by visiting <https://www.surveymonkey.com/r/ATNI-EDCCEDSSurvey2017>. **Caitlin Doughty** has also been generously dedicating her time to reach out to tribes and ask them to complete the ATNI-EDC CEDS Survey. We were blessed to have many sponsors and volunteers assist with the ATNI Energy and Economic Development Summit. We are stronger when we support each other!

- Amber Schulz-Oliver, Executive Director

## ATNI-EDC CEDS Update

ATNI-EDC has been working on creating its Comprehensive Economic Development Strategy (CEDS) for the better part of a year. The process is being informed by a CEDS Strategy Committee, that is comprised of tribal and industry representatives. The goal is to have a substantially complete draft by July of 2018.

To date, we have hosted two visioning sessions, and a workshop to assess our collective strengths, weaknesses, opportunities, and threats. We are also seeking tribal-specific economic development goals and priorities through the ATNI-EDC CEDS Survey.

### Visioning Workshop I

During this session, we wanted to answer the questions: What will our communities look like in 10 and 20 years?

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.*

### Visioning Workshop II

At the second visioning workshop, the group explored two questions: “Are tribal members in your community happy?” And “What is the definition of wealth?” We walked away from the session with elements of a vision statement to guide the CEDS:

- Sovereignty
- The Old Way
- Indian Economy Building Model
- Sustainability
- Entrepreneurship

### SWOT Workshop

The most recent workshop took place during the ATNI Energy and Economic Development Summit in July. The group explored our collective strengths, weaknesses, opportunities, and threats. The outcome was a hearty list that will inform the ATNI economic development strategy. Below are just some of the responses.

#### Strengths

Land :: Natural Resources :: Tax Advantage :: Economic experience :: Community :: Self-governing

#### Weaknesses

Politics :: access to capital :: Lack of planning :: “brain drain” :: housing :: lack of infrastructure

#### Opportunities

International trade :: Private sector :: Urban population :: Renewable energy :: E-commerce

#### Threats

Fed. Law :: Uneducated leadership :: Climate change :: Wage stagnation :: unethical consultants :: competition

## Social Impact Bond for Indian Land Title Consolidation



Greetings, ATNI friends and family!

As many of you may know, I've moved on to work with the Indian Land Tenure Foundation (ILTF) based in Little Canada, Minnesota. The Foundation was formed in 2002 by a group of land advocates led by Cris Stainbrook, who has been President throughout that time. I was fortunate enough to serve on the first Foundation board of directors.

Cris has had a concept over the years to provide estate planning tools and methods to Indian allotment owners to help consolidate and expand their holdings with the idea that administrative cost savings by the Department of Interior could underwrite the upfront expenses. For the last 15 weeks, I've been privileged to work with Cris to build out a creative and unique approach toward that end.

During this ATNI Annual Convention, I will be presenting the concept to the Economic Development, Trust Reform, and Natural Resources/Land Committees. I hope if you have interest in this subject, you'll be able to sit in on the presentation, but if you're unable to because of other meetings, I will be able to visit with you and have copies of the presentation.

Have a great ATNI week and look forward to seeing everyone!

Dave Tovey,

Indian Land Tenure Foundation,  
Indian Land Capital Corporation and ATNI Economic Development Corporation

### WE'RE LOOKING FOR STORIES!

- ◆ *Do you have a successful project that you would like to highlight?*
- ◆ *Have you gained an insight from an economic development initiative?*
- ◆ *We want to hear about it!*

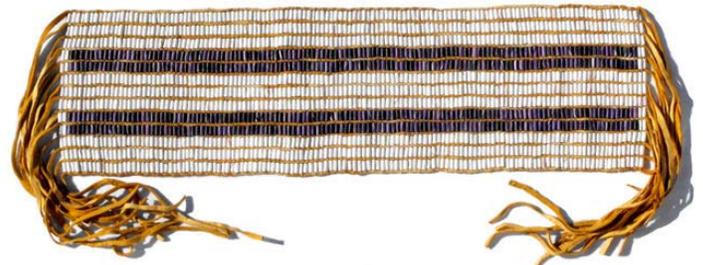
**Contact Amber for more information!**  
**amber@atniedc.com**  
**(971) 678-9721**

## LOAN CORNER

|                                      |                  |
|--------------------------------------|------------------|
| <b>Capital Available to Loan:</b>    | <b>\$95,000</b>  |
| <b>Current Capital Loaned Out:</b>   | <b>\$775,860</b> |
| <b>Total Capital Loaned to Date:</b> | <b>\$2.93 M</b>  |

ATNI-EDC provides loans to tribal entrepreneurs for start-up capital and equipment. The Revolving Loan Program is an essential tool in our economic development tool box. Tribal entrepreneurs face many more barriers to starting their own business than the general population. As entrepreneurs in our communities start private businesses, we are able to retain dollars in Indian Country. A robust private sector is the mark of a healthy economy.

We currently have \$750 thousand working in our communities. However, over the course of the past year, I have learned that to have a self-sustaining loan program, it needs \$2 million to \$5 million dollars. We are far from that, but I think we can grow to meet this ambitious goal.



Some tribes have their own loan programs, and either are, or are in the process of, becoming certified Community Development Financial Institutions (CDFIs). This is a great way to provide financing to tribal members. ATNI-EDC can help tribal CDFIs leverage their capital, and stretch it out.

ATNI-EDC can also partner with tribes that don't have in-house loan programs. ATNI-EDC can work with these tribes to use tribal resources to make loans to tribal members. Advantages of this process includes:

- ◆ A degree of separation between the tribe and the borrower
- ◆ ATNI-EDC has the infrastructure in-house to make and service the loans
- ◆ More capital will make the ATNI-EDC loan program healthier

*For more information, contact Amber at [amber@atniedc.com](mailto:amber@atniedc.com).*



# 2017 ATNI Energy & Economic Development Summit



## A Successful ATNI Energy and Economic Development Summit

*Portland, Oregon.* In July, ATNI and ATNI-EDC hosted the ATNI Energy and Economic Development Summit. We wish to extend a hearty THANK YOU to the speakers, participants, and especially our sponsors for contributing to another successful summit!

## Tribal Energy and Economic Development Champions

At the opening reception, we honored Tribal Energy and Economic Development Champions Andrea Alexander (Makah), Dr. Michael Marchand PhD (Colville), and Antone Minthorn (Cayuse). Each has worked tirelessly to advance economic development and awareness around energy issues throughout their careers.



Andrea has been an advocate to introduce broadband to reservation communities. The lack of reliable broadband has an adverse impact on the many services each Tribal government has to deliver in aspects of healthcare, education, transportation and commerce. She believes that energy development can lead to economic independence and sovereignty, and it can strengthen our economic independence and supports our values and goals of self-determination. Andrea has served as co-chair of the ATNI Telecommunication and Energy Committee.



*Andrea Alexander, Michael Marchand, and Antone Minthorn are honored as Tribal Energy and Economic Development Champions. Thank you for all of your hard work!*



Antone served as Chairman of the Board of Trustees for the Confederated Tribes of the Umatilla Indian Reservation from December of 1997 to 2001, and again in December of 2003 until 2009. Antone played an influential role in many of the Tribe's successes, including restoration of salmon to the Umatilla River after a 70-year absence, development of a modern Reservation economy, and re-acquisition of the Tribe's land.



Michael serves as the Chairman of the Colville Business Council for Confederated Tribes of the Colville Reservation, and has served on the Colville Business Council for 17 years. Dr. Marchand graduated with his Masters in Urban and Regional Planning (MURP) from Eastern Washington University (EWU) and his bachelor of arts in Economics and Urban and Regional Planning, also from EWU. He received a PhD in Forestry from the University of Washington where he focused on the role of energy in the Northwest Native American culture in traditional tribal societies, energy potentials of Northwest tribal forests, and development of energy frameworks for northwest tribes. He is the current ATNI Economic Development Corporation President and ATNI Economic Development Committee Co-Chair.

## Thank you, Sponsors!

### Event Partners

- ◆ Affiliated Tribes of Northwest Indians
- ◆ Bonneville Power Administration
- ◆ Bureau of Indian Affairs

### Camas Sponsors

- ◆ Portland General Electric
- ◆ Energy Trust of Oregon
- ◆ Confederated Tribes of Warm Springs

### Acorn Sponsors

- ◆ Akana
- ◆ Kanim Associates, LLC
- ◆ Puget Sound Energy
- ◆ NW Energy Coalition
- ◆ Renewable Northwest

# COLUMBIA RIVER TRIBAL HOUSING PROJECTS

*There are three separate, but concurrent Indian Housing Projects taking place along the Columbia River. ATNI-EDC is working with Columbia River Intertribal Fish Commission and the Native American Youth and Family Center on the creation of a Columbia River Intertribal Housing Entity, and with Akana on the USACE Dalles Dam Tribal Housing Development Plan.*

## Columbia River Intertribal Housing Entity

**Owners:** Yakama, Warm Springs, Umatilla, Nez Perce Tribes

**Consultants & Key Partners:** CRITFC, NAYA and ATNI-EDC

The Yakama, Warm Springs, Nez Perce, and Umatilla tribes are working together to determine an appropriate structure to address tribal housing needs along the Columbia River, including the formation of an intertribal housing entity. The tribes are being assisted by the Columbia River Inter-Tribal Fish Commission (CRITFC), who is supported by contractors Native American Youth & Family Center (NAYA) and the Affiliated Tribes of Northwest Indians – Economic Development Commission (ATNI-EDC). The project team will recommend an appropriate legal structure, funding mechanisms, and the functions for the intertribal housing entity. Yakama and Warm Springs tribes have already approved tribal council resolutions for the broad vision of exploring the creation of an intertribal housing authority to benefit the tribal community along the Columbia River. Information will be gathered so that tribal governments can consider approval of tribal council resolutions that create the intertribal housing authority. The goal of this project is to lay the foundation for the four tribes to adopt tribal council resolutions that form a new intertribal housing authority along the Columbia River.

## Yakama Nation Dallesport Housing Development

**Owner:** Yakama Nation Housing Authority

The Washington State Housing Finance Commission has awarded Low-Income Housing Tax Credit (LIHTC) financing to the Yakama Nation Housing Authority to construct houses in Dallesport, Washington. These 30 single-family homes will be the first affordable housing development for tribal members who currently live in substandard conditions along the Columbia River. This project will provide housing, and supportive service coordination to tribal families and individuals in need.

Information obtained from article in the Goldendale Sentinel: *Dallesport housing by Yakama Nation get financing*, June 7, 2017. <http://www.goldendalesentinel.com>.

## The Dalles Lock & Dam Tribal Housing Village Development Plan

**Owner:** US Army Corps of Engineers Portland District and US Bureau of Indian Affairs

**Consultants & Key Partners:** Akana

For more information on this project, visit <http://www.nwp.usace.army.mil/tribal/villages/the-dalles/>, or contact the USACE public affairs office at 503.808.4510 and at [TheDallesVDP@usace.army.mil](mailto:TheDallesVDP@usace.army.mil).

## HAS YOUR TRIBE COMPLETED THE SURVEY?

**ATNI-EDC is working on its Comprehensive Economic Development Strategy (CEDS). It needs to be informed by your tribe's economic development needs and priorities. Please take a few minutes to complete the survey by visiting:**

<https://www.surveymonkey.com/r/ATNI-EDCCEDSSurvey2017>

*We'd like responses by December 15, 2017. For questions, contact Amber! [amber@atniedc.com](mailto:amber@atniedc.com)*