



ATNI-EDC UPDATE

May 2018

ATNI-EDC Board of Directors

President

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

Vice President

Antone Minthorn (2021)
The Confederated Tribes of the Umatilla Reservation

Treasurer

Justin Parker (2021)
Makah Tribe

Secretary

Sharon Goudy (2018)
Yakama Nation

Members-At-Large

Anthony Johnson (2018)
Nez Perce Tribe

Jack Lenox (2021)
Coquille Indian Tribe

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

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

ATNI-Financial Services (FS) Committee

Scott Clements
Justin Parker
Sharon Goudy
Jack Lenox
Bill Tovey

FROM THE ATNI-EDC VICE PRESIDENT



Comment by Antone Minthorn In Regard to Walter Jackson, Quileute Tribe

Walter Jackson of the Quileute tribe died recently, February 26, 2018; he was 70 years old. I met and knew Walter Jackson, in the 1980's, while attending ATNI-Economic Development Committee (EDC) meetings at ATNI Conventions.

In 1981, I was working for the Confederated Tribes of the Umatilla Indian Reservation (CTUIR) in the Tribal Development Office (TDO) as a Land Use Planner, Zoning Administrator, and Interim Water Code Administrator. However, in that same year, I was elected as the CTUIR Chairman of the General Council, a position held for 26 years.

During those times of the 1970's and 1980's, Indian tribes of the ATNI region, and nationally, were in the process of building tribal self-governments to provide essential governmental services to the people; and building tribal economies. The ATNI was the northwest regional organization that helped tribes with managing state and federal tribal legislative policy issues. In order to better process the many tribal issues, ATNI work groups, or Committees, were formed. I was assigned, by the ATNI Executive Board, to chair the ATNI-EDC and to draft a Mission Statement. It was during that period of Civil Rights battles, Pacific Northwest salmon wars, and Tribal self-government challenges that I got to know Walter Jackson who was also a Quileute councilman. In fact, Walter Jackson, and his tribal councilmen, came to visit with the CTUIR-Board of Trustees during those times. The CTUIR was also building a very strong self-government capability and strong economy to help the community and people.

The ATNI-EDC works with the Federal Highway Administration (FHWA); Bonneville Power Administration (BPA); US Department of Agriculture (USDA); ONABEN, CRITFC, Ecotrust and Tourism, for example. Also, building and maintaining tribal economies is very challenging and requires commitment, experience and vision. This is what the ATNI-EDC is about; it was what Walter Jackson was about as I now realize it.

Respectively, I give deep thanks to Walter Jackson for his steadfastness in the tribal fight for sovereignty and economic development; that is the energy needed to make leaders honor tribal treaty rights.

Antone Minthorn is a co-chair of the ATNI Economic Development Committee and the Vice President of the ATNI Economic Development Corporation.

ATNI Economic Development Committee Agenda Overview

Monday, May 21

- ◆ Remembering Wally Jackson
- ◆ Rural Development Initiatives: Strengthening People Places and Economies in the PNW
- ◆ Yakama Nation Credit Enterprise Panel

Tuesday, May 22

- ◆ U.S. Census: Making Data Work for You
- ◆ The Northwest Native Lending Network
- ◆ ATNI Committee & Subcommittee Reports

Wednesday, May 23

- ◆ Yakama Nation Tribal Enterprise Tours

FROM THE EXECUTIVE DIRECTOR



It's hard to believe that we are nearly half-way through 2018! It has been a jam-packed year, and there is still a lot to look forward to. Many of us were blindsided by **Opportunity Zones**— a small provision that was added to the tax code under the Tax Cuts and Jobs Act , with the potential of having a large impact on distressed communities. The governors of each state were tasked with nominating eligible census tracts as Opportunity Zones in a short amount of time. ATNI-EDC worked with the states to ensure that tracts on tribal lands would be considered. The rules for the Opportunity Funds are being written now. ATNI-EDC will stay in front of this issue to ensure maximum benefits for tribal communities. I am excited about the formation of the **Northwest Native Lending Network!** The NNLN will provide support for capital and technical assistance to institutions that provide loans in Indian Country. Lending and capital development has been identified as a high-priority for

ATNI-EDC. You'll find more information on the NNLN on page [xx]. We continue to power forward with the ATNI-EDC Comprehensive **Economic Development Strategy (CEDS)**, and expect to have a draft prepared by the ATNI Annual Convention in September 2018. ATNI-EDC is seeking **new board members**. It has been a pleasure for me to be guided by a strong group of dynamic leaders. Please consider submitting an application to serve on the board to guide the strategic direction of ATNI-EDC, and advance economic development in Indian Country. You'll find more information on this process on page [xx].

Looking forward, we are planning an **Economic Development Summit** for the Summer of 2019. The 2019 will allow tribal leadership, practitioners and staff to collaborate, network, and create strategies to facilitate the growth of our economies. The agenda is being formed, and may include sessions on private sector development, infrastructure, planning, lending and capital development, self-insurance options, energy/ utilities, housing, broadband, and/ or taxation.

I am honored every day to serve ATNI Member Tribes. I am inspired by the innovation and opportunities that I see tribes and tribal members engaging in to advance our economies.



Amber Schulz-Oliver

NW Energy Efficiency & Conservation Gathering

April 25, 2018

Suquamish, Washington. Over seventy-five tribal leaders, energy partners, and electrical utility representatives gathered for one-and-a-half days in Suquamish, Washington for the first “NW Tribal Energy Efficiency and Conservation Gathering.” The purpose of the event was to bring together like-minded leaders to share information, ideas, and discuss strategies for advancing energy efficiency, savings, and resource conservation. The event was organized as a partnership between ATNI and the Bonneville Power Administration, and co-sponsored by Puget Sound Energy.

The event was opened by Leonard Forsman, ATNI President and Chairman and welcoming remarks by Terri Parr Wyncoop, ATNI Executive Director. The first day included presentations on a variety of topics, including: “Top 10 Energy Savings Measures” every tribe can implement; programs at BPA and NREL, Report on the Washington Carbon policy effort, energy services at the Building Performance Center and with the Bonneville Environmental Foundation. The highlight of the first day included tribal case studies and models for successful energy efficiency implementation, specifically: the Coeur d’Alene Tribe’s Benewah Market, lighting projects at Clearwater Casino Resort and Tulalip Report; and finally a report and demonstration by the Yakama Nation Housing Authority on their energy efficiency and ductless heat pump work. The second day, included an overview of NW Tribal Utility programs available to tribes, a panel by the Tribal Healthy Homes Network (EPA and HUD), and a wrap-up session on implementing the Top 10 measures for tribal energy efficiency and conservation.



This event was funded in-part by a grant from Meyer Memorial Trust for the “ATNI Energy Efficiency & Conservation Network Project.” The ATNI Energy Program will hold a follow-up gathering in partnership with the Institute for Tribal Government July 11-12, 2018 at Portland State University in Portland, Oregon. For more information about this project visit the project page at www.nwtribalenergy.org or contact Direlle Calica, ATNI Energy Program at dcalica@atnitribes.org. *Direlle Calica is a managing partner at Kanim Associates, LLC, and has been leading the ATNI Energy Program for several years.*

ATNI-EDC is Seeking New Board Members!



Affiliated Tribes of Northwest Indians Economic Development Corporation (ATNI-EDC) is a wholly owned, separately-incorporated subsidiary of ATNI. ATNI-EDC's mission is to provide financial and technical assistance to ATNI Member Tribes in the priority areas of community and economic development.

We are seeking 2-3 professionals to serve on the ATNI-EDC board of directors. The ATNI-EDC Board is responsible for setting the priorities and vision for the organization. The selected board members will begin their term in September 2018.

Desired Skills & Experience

In accordance with our bylaws, board members must satisfy one or more of the following:

- ◆ Representative from the ATNI Executive Board
- ◆ Representative from the states of Washington, Oregon, Idaho, California, or Alaska
- ◆ Represent the financial, legal, or education communities, and be familiar and involved in ATNI and Pacific Northwest Native American interests

Special Consideration will be given to those with the following

- ◆ Small Business owner or Entrepreneur
- ◆ Represent the legal or education sector
- ◆ Fundraising experience or familiarity
- ◆ Affiliation with a Tribe in Idaho, Montana, California, or Alaska
- ◆ Ability to travel for ATNI-EDC Business
- ◆ Representative of a Tribal enterprise

Requirements

ATNI-EDC Board members agree to the following:

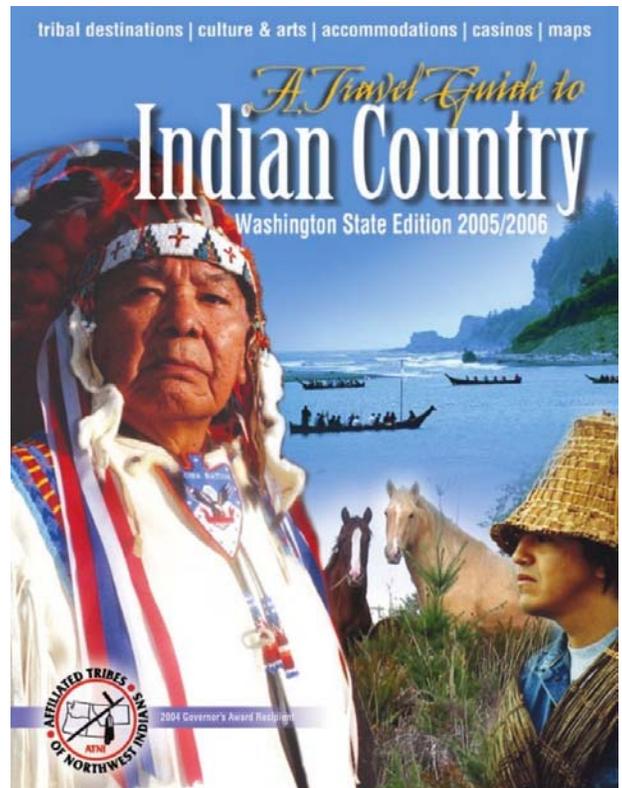
- ◆ Familiarize yourself and abide by the ATNI-EDC Articles of Incorporation, Bylaws and policies and procedures of ATNI-EDC
- ◆ Avoid any conflict of interest or appearance of conflict
- ◆ Participate in short and long-range planning activities
- ◆ Ensure effective fiscal controls and accountability
- ◆ Ensure that the ATNI-EDC meets all legal and corporate requirements
- ◆ Commit to attend regular and special board meetings: The ATNI-EDC meets 11 times a year (4-times in person, and 7 times via tele-conference)
- ◆ ATNI-EDC is not currently able to financially support Board member travel or registration expenses

Application Process

Interested applicants will send a letter-of-interest and brief resume by **June 30, 2018** to Amber Schulz-Oliver at amber@atniedc.com, or by mail at 6636 NE Sandy Boulevard, Portland, OR 97213. Both electronic and paper materials will be accepted.

The letter of interest should express why you to serve on the ATNI-EDC Board, and how your skills and qualifications meet the desired criteria. The ATNI-EDC Board will invite candidates to serve on the board prior to the ATNI Annual Convention (September 2018).

Questions and inquiries should be referred to Amber Schulz-Oliver at amber@atniedc.com or at (971) 678-9721.



WE'RE SEEKING 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

ATNI-EDC operates a subsidiary organization, ATNI Financial Services, that is a Certified Financial Development Institution (CDFI). Funds are loaned to tribal governments, enterprise, Native American entrepreneurs, and other eligible entities to develop new and/ or expand existing businesses. It is expected that the loaned funds will 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.

ATN-EDC Loan Portfolio Today

Capital Available to Loan:	\$125,000
Current Capital Loaned Out:	\$617,540
Total EDC Capital Loaned to Date:	\$2.78 M
Total Capital Leveraged (w Partners):	\$3.18 M

Introducing the Northwest Native Lending Network

Portland, Oregon. ATNI-EDC hosted the ‘Native Entrepreneur Lending Mini-Convention in early April 2018 with support from a grant from the Umpqua Bank Foundation. The event was open to all non-bank institutions that provide loan products to tribal people in the Pacific Northwest, and was touted as an opportunity for financial institutions that provide financial products to Native entrepreneurs in the ATNI region to gather, connect, and discuss shared issues.

The goals of the event were to: ensure that all native entrepreneurs in the ATNI region have access to appropriate financial products; strengthen necessary lending institutions; and create relationships with local financial institutions.

The idea was born out of need. ATNI-EDC runs very lean, and struggles with running the loan program, creating a regional economic development strategy, and running an organization with a single staff person. Community lending is a tough industry to thrive in. **To be self-sustaining, a loan fund needs to have revolving loan capital between \$2 million and \$5 million.** ATNI-EDC’s portfolio is at \$750 thousand. The intent of the Native Entrepreneur Lending Mini-Convention was to learn about the needs of similar lending institutions and determine if there was a way to collectively fill gaps that we each experience.

The event was well-attended. It attracted all or nearly all the native-run CDFI’s in the ATNI Region, including Northwest Native Development Fund (Coulee Dam, WA), Taala Fund (Ocean Shores, WA), Lummi CDFI (Bellingham, WA), Chehalis Tribal Loan Fund (Oakville,

WA), and Niimiipuu Community Development Fund (Lapwai, ID). We also had interest from a couple of the tribal loan funds and tribal credit enterprises. We were also joined by members of the philanthropy and legal sectors.

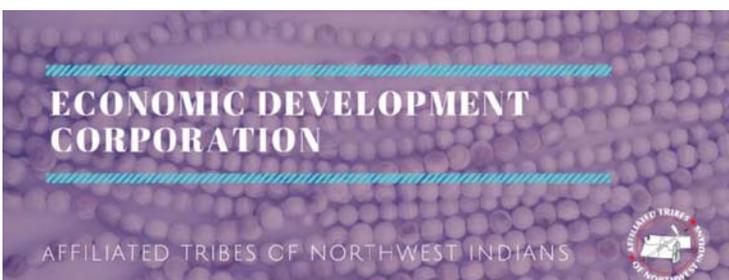
Many of the CDFI’s that were present at the Mini-Convention run lean like ATNI-EDC, with only one or two staff members to uphold the programs. We also learned that there is a need for lending institutions to collaborate and pool resources to support **capital development, technical assistance, organizational capacity,**

standardized policies and procedures, UCC template development, staff-training, consultant referrals, and marketing/ telling our story in a compelling way. There is plenty of need: we need to access it and ensure that we have sufficient capital to meet it. All present felt that we should form a group to accomplish these priorities.

Hence, **The Northwest Native**

Lending Network was formed.

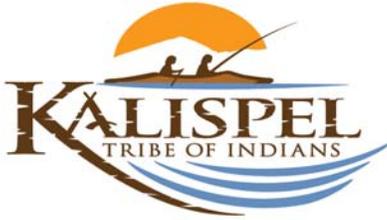
We are the best at what we do because we know our communities. We aren’t beholden to external stakeholders. We view each other as a resource, and not as competition. We are VALUES- based. Our priority is to build entrepreneurs and businesses in the communities that we live in. We serve a population that doesn’t have access to traditional loan products. The population we serve is considered ‘unreachable.’ And yet we have earned their trust and we are succeeding. We are greater when we pool our knowledge and resources, and The Northwest Native Lending Network will strengthen our ability to better serve our communities.



ATNI-EDC Weekly Resources

ATNI-EDC is restarting its email listserv. Weekly or every 2 weeks, we will share tribal economic development news, announcements, events, funding and procurement opportunities, and job postings in the ATNI region. To sign up, contact Amber Schulz-Oliver at amber@atniedc.com.

In an Unprecedented Venture, Native American Indian Tribe Forms Strategic Alliance with African American Investment Bank and Financial Services Company



When it comes to doing business, the Kalispel Tribe believes in doing so in a way where everyone benefits. A core philosophy of our diversification strategy is to choose sustainable ventures that positively impact not only the Tribe, but also our surrounding communities.

Since 2000, we have built, grown, acquired and expanded various enterprises, which now include the popular Northern Quest Resort & Casino, two Fatburger franchise restaurants, two Chevron fuel stations and convenience stores, Kalispel Golf and Country Club, Crossroads Restaurant, Camas Center for Community Wellness, Kalispel Linen Services, Kalispel Upholstery, Kalispel Auto Sale and Kalispel Tribal Utilities. Currently, the Kalispel Tribe is beginning a \$20 million expansion of Northern Quest Resort & Casino and high-end signature RV Resort. The resort expansion will include Kids Quest and Cyber Quest, a family-friendly entertainment destination catering to children of all ages, additions to the food court and Windfall, a new retail store featuring a variety of outdoor recreational items, home good and more.

In a unique new direction, the Kalispel Tribe has entered into a strategic alliance with the minority owned investment banking and financial services firm, Blaylock Van, LLC, of California and New York. The Kalispel-Blaylock collaboration will provide financial benefits for both parties and educational opportunities for the Kalispel for generations to come. This is the first time a Native American tribe has partnered with an African American-owned and operated firm in the financial services sector.

The goal of this partnership is to provide another conservative investment strategy outside of the hospitality and gaming industry to continue growing tribal income for our growing Tribe.

Blaylock Van is a Minority (Black) owned Financial Services Company. They specialize in Investment Banking and Brokerage Services that help companies and governments raise money to support projects. They determine the price of bonds through underwriting services, as well as help facilitate the sale of bonds by finding buyers and sellers.

The Kalispel Tribe has had a vision since 1992 that we will be highly successful business people. This investment allows our Tribe to diversify into another industry that has a lot of opportunity for all Tribes, and it allows additional opportunities for our Tribal members to pursue careers in this very important industry. For many years, Tribes have always had to work with non-Indian owned financial services companies, and now we can work with Blaylock Van to expand its services within Indian Country, and to give Tribes across the Country the ability to work with other Tribes for financial services that they frequently require.

An equity participation and infusion of underwriting capital from the Kalispel Tribe will allow Blaylock Van to enter into the new arena of providing management and financial services to Native American tribes and tribal members, including underwriting, securities execution and equity management services.



Free 3-Day Tribal Enterprise Workshop in Shelton, WA

SAVE THE DATE

Free Tribal Enterprise Workshop

When:
June 4-6, 2018

Where:
Little Creek Casino Resort
91 West State Route 108
Shelton, Washington

ATNI-EDC will co-host a three-day Native American Tribal Enterprise Workshop presented by RedWind through support from the U.S. Small Business Administration on (SBA) Office of Native American Affairs (ONAA). Tribal business leaders operating under a tribe will be invited to take the workshop **at no cost**. This new training will offer solutions to meet the needs and challenges of Native American leaders wanting to start and grow their tribal enterprises. It will provide operational and leadership strategies to generate growth, build capacity, and ensure sustainability of Native American businesses.

For more information, visit <http://www.tribalenterprise.org/>

To register, go to <https://www.tribalenterprise.org/northwest>

For questions, contact Kyle Smith at Redwind: 713-522-2472, ksmith@redwindgroup.com.

2018 Tribal Planning and Western Planning Conference

Fort Hall Indian Reservation, Idaho

“Building Partnerships Through Understanding, Cooperation and Consultation.”

The **Western Planning Resources** (WPR) co-hosts an annual gathering of planning professionals and experts to share and learn on a wide range of topics impacting communities in the **13 Western Planner states**. This year, the Tribal Planning and Indigenous Interest Group of APA has teamed with the WPR on the theme of tribal, rural and small-town planning and the relationship to local, regional, state and federal planning. American Institute of Certified Planners (AICP) credits will be offered through presentations and training tracks. The 2018 Tribal Planning and Western Planning Resources Conference is proudly co-sponsored by the **American Planning Association**, Western Planning Resources, the Tribal and Indigenous Planning Interest Group of APA. Refer questions and comments to Sherwin Racehorse at sracehorse@sbtribes.com, or (208) 478-3935.

SAVE THE DATE

2018 Tribal Planning and Western Planning Conference

When:

August 5 – 8, 2018.

Where:

Shoshone-Bannock Hotel & Event Center
777 Bannock Trail
Fort Hall , Idaho

Find information on the 2018 Conference on the Western Planner website at:

<https://www.westernplanner.org/2018-conference/>

2018 NW Tribal Food Sovereignty Coalition Gathering

A Celebration of Traditional Foods, Medicine, and Culture



The **Northwest Tribal Food Sovereignty Coalition** is an opportunity for tribes and tribal organizations to convene efforts that are driven by cultural revitalization, empowering communities, and the use of innovative strategies to

improve the health of the people.

For more information, please contact:
Nora Frank-Buckner at nfrank@npaihb.org or 503-416-3253.

SAVE THE DATE

When:

September 27, 2018.

Where:

Kiana Lodge
14976 Sandy Hook Rd NE

THE NNDF PRESENTS THE 4TH ANNUAL
NATIVE BUSINESS AWARDS GALA

SPECIAL GUEST:
RAYE ZARAGOZA
NATIVE AMERICAN SINGER/SONGWRITER

FRIDAY, SEPTEMBER 14, 2018
5:30 PM
HOTEL RL - SPOKANE
JOIN US FOR THIS CELEBRATION!
CALL OR EMAIL TODAY!
CASSANDRAW@THENNDF.ORG
(509) 633-9940
NNDF AWARDS TO BE PRESENTED

\$20.00
FOR A GREAT EVENING
BUFFET DINNER, AWARDS AND ENTERTAINMENT
CELEBRATING OUR **10TH ANNIVERSARY!**

EAGLE AWARD
NATIVE BUSINESS OF THE YEAR

SALMON AWARD
NATIVE PURCHASER OF THE YEAR

BEAR AWARD
NATIVE ADVOCATE OF THE YEAR

NNDF
NW NATIVE DEVELOPMENT FUND

Jamestown S’Klallam help form the Emerald Coast Opportunity Zone

Sequim, WA. On April 20th 2018, Governor Jay Inslee (WA State) approved designation of the Emerald Coast Opportunity Zone (ECOZ), which is a rural area on the Olympic Coast consisting of five sovereign Tribes, three municipalities, and two counties. The ECOZ communities are awaiting the federal government to grant official “Opportunity Zone” status, which is expected to be announced in May 2018. The Jamestown S’Klallam Tribe is fortunate to be involved with the ECOZ collaborative and looks forward to developing the program’s potential to attract investment dollars for economic development projects along the Olympic Peninsula. Potential projects include housing developments, roadway improvements, new enterprise investments, and much more. Jamestown has a history of investing in its own people, as well as the community at large. The Opportunity Zone program seems to embody the philosophy that a rising tide will lift all canoes. We believe economic development should be both fiscally and environmentally sustainable as well as aligned with the cultural values of the people that have lived on the Olympic Coast since time immemorial. For more about Opportunity Zones, visit <https://www.irs.gov/newsroom/opportunity-zones-frequently-asked-questions>. Kyle E. Johnson is Executive Director of Jamestown S’Klallam Tribe Economic Development Authority.



From left to right: Michael McQuay (Kokopellis), Deborah Moriarty (Natl. Marine Sanctuary Foundation) Debbie Swanson (Clallam EDC), Julie Knott (Clallam EDC), Theresa Lehman (Jamestown S’Klallam), Kelly Fox (Lumber Traders), Rep. Derek Kilmer (US Congress), Kyle E. Johnson (Jamestown EDA), Karen Goschen (Port of Port Angeles), Steve Becker, Allyson Brekke (City of PA), La Trisha Ollom-Suggs (Jamestown S’Klallam), Steve Burke (Port of Port Angeles), Loni Greninger (Jamestown S’Klallam), Melissa LaFayette (National Development Council), Carolyn St. James (Lower Elwha)

ATNI Economic Development Themes

ATNI Annual Convention 2018: Economic Development Planning

- ◆ Learn about financial resources, contractors, and best-practices to facilitate economic development planning in your community.

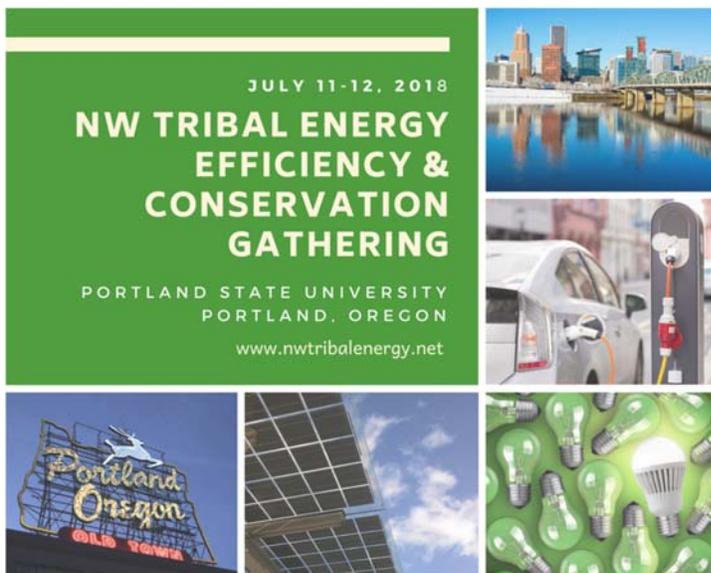
ATNI Winter Convention 2019: Lending & Capital Development

- ◆ Presentations will include impact of CDFI’s in Indian Country, developing a standardized UCC, Internal lending policies and procedures, technical assistance resources, and capital development tools.

ATNI-EDC Economic Development Summit (Summer 2019)

- ◆ Self-insurance opportunities; on-reservation private sector development; lending and capital development; Infrastructure; Energy; Housing.

If you have a suggestion for a speaker or presentation that would be in-line with these themes, contact Amber Schulz-Oliver at amber@atniedc.com, or (971) 678-9721.



WE’RE SEEKING STORIES & PRESENTATIONS!

We want to hear about your best practices and lessons learned in the areas of community and economic development!

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



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

Event Calendar 2018

- ◆ **TRIBAL ENTERPRISE WORKSHOP**
June 4-6 2018, Shelton, WA
- ◆ **Northwest Housing Indian Association
Annual Meeting**
September 18-20 2018, Grand Ronde, OR
- ◆ **NW Tribal Energy Efficiency &
Conservation Gathering**
July 11-12 2018, Portland OR
- ◆ **Tribal Planning and Western Planning
Conference**
August 5-8 2018, Fort Hall, ID
- ◆ **2018 NW Tribal Food Sovereignty Coalition**
September 27 2018, Siquamish, WA
- ◆ **ATNI Annual Convention**
September 17-20 2018, Coeur D'Alene, ID

ATNI-EDC is Seeking New Board Members

We are seeking 2-3 professionals to serve on the ATNI-EDC board of directors. The ATNI-EDC Board is responsible for setting the priorities and vision for the organization. The selected board members will begin their term in September 2018.

Desirable candidates will stem from the ATNI operating area, and will be familiar and involved in ATNI and Pacific Northwest Native American interests. ATNI-EDC board members represent the financial, educational, or legal sectors.

Special consideration will be given to small business owners/ entrepreneurs, and fundraisers.

To see the full announcement, see page [] or contact Amber Schulz-Oliver.