



ATNI-EDC UPDATE

September 2018

ATNI-EDC Board of Directors

Sharon Goudy
Yakama Nation

Kahseuss Jackson
The Confederated Tribes of Warm Springs

Heidi Khokhar
Non-tribal

Jack Lenox
Coquille Indian Tribe

Antone Minthorn
The Confederated Tribes of the Umatilla Reservation

Justin Parker
Makah Tribe

Ted Piccolo
The Confederated Tribes of the Umatilla Reservation

Bill Tovey
The Confederated Tribes of the Umatilla Reservation

J. David Tovey, Jr.
The Confederated Tribes of the Umatilla Reservation

Shannon Wheeler
Nez Perce Tribe

ATNI Financial Services Board

Scott Clements
Non-tribal

Justin Parker
Makah Tribe

Sharon Goudy
Yakama Nation

Jack Lenox
Coquille Indian Tribe

Bill Tovey
The Confederated Tribes of the Umatilla Reservation

FROM THE EXECUTIVE DIRECTOR



Amber visits Tolowa Dee-ni' Nation, June 2018

What a busy and exciting summer for ATNI-EDC!

The ATNI-EDC Board invited four professionals to join our team! Please welcome **Chairman Shannon Wheeler, Ted Piccolo, Heidi Khokhar,** and **Kahseuss Jackson** to the ATNI-EDC Board of Directors. Learn more about their work and expertise on page 2. I look forward to their guidance and fresh perspective as we advance economic development in Indian Country!

It has also been very exciting to host an **summer intern** through the Siletz College Student Summer Internship, **Sarah Miller**. Sarah has been researching various aspects of economic activities within ATNI member Tribes. You can learn more about her experience with ATNI-EDC on page 4. It has been a true pleasure to have Sarah's fresh energy and passion for learning in the office this summer.

Much time this summer was dedicated to optimizing our **loan portfolio**, engaging borrowers, and connecting with Native CDFIs nationally at the OWEESTA Access to Capital Convening. We also learned that ATNI-EDC is the recipient of a **USDA Rural Business Development Grant** to re-capitalize our loan fund and provide technical assistance workshops to Native entrepreneurs. Page 4 has details on specific uses of the funds.

ATNI Economic Development Committee Agenda Highlights

- ◆ **Demystifying Opportunity Zones:** How can we position ourselves to attract investment?
- ◆ **Consolidating Buying Power Across ATNI Tribes:** A discussion
- ◆ **Center for Sustainable Infrastructure:** at Evergreen State College
- ◆ **Impacts of Tariffs on Tribal Economies:** A discussion

We joined the 21st century, and updated our website: Visit <https://atniedc.com> and tell us what you think! The website has information about who we are, how to contact us, and current projects. While we were at it, we started the ATNI-EDC Facebook page (www.facebook.com/ATNIEDC). We intend to use Facebook platform to elevate the work of ATNI Member Tribes and partner organizations.

We did advance work on the **ATNI-EDC Comprehensive Economic Development Strategy**, but I regret to say that we haven't made as much progress as expected. We are at a place where we need to engage the CEDS Strategy Committee and build out a robust draft to present at the ATNI Winter Convention in January 2019.

Mark your calendars! We will be hosting the **2019 ATNI-EDC Economic Summit in Portland, Oregon, April 8-10**. Details will be posted to the website as they develop.

Before I close, I want to recognize the leadership and contributions of **Dr. Mike Marchand**. The ATNI-EDC Board expressed surprise and remorse when he stepped down. Mike was there from the inception of ATNI-EDC. Thank you, Mike!

As always, I am continually grateful that I get to work with and for ATNI Tribes to advance economic development in our communities. Thank you.





Thank You for Your Leadership!

We were saddened to learn that Dr. Mike Marchand resigned from the ATNI-EDC Board At the end of June. Mike has been part of ATNI-EDC since its inception in 1996, and has served as President of the organization for many of those years. He has been at the helm of ATNI-EDC through its highs and lows, and has helped shape the organization that it is today. Mike is looking forward to spending time with his grandchildren, and writing his next book. Thank you, Mike!

WELCOME NEW ATNI-EDC BOARD MEMBERS!

ATNI-EDC is fortunate to be guided by strong and dynamic professionals. The ATNI-EDC Board invited four leaders to join the ATNI-EDC Board based on their depth and breadth of their experience. We are honored to have visionary leadership to usher us into the next phase of ATNI-EDC.



Heidi Khokhar is the Executive Director at Rural Development Initiatives. Rural communities have experienced tremendous change; bringing both peril and promise. Once the vanguard of the nation’s wood products industry, Pacific Northwest’s rural communities now struggle with issues such as a lost sense of identity, lagging economic and job growth, changing demographics, and persistent poverty, housing, workforce, and environmental issues. Heidi works collectively with a vast network of community leaders, a web of committed partners, and the Pacific Northwest’s best employee team to strengthen rural people, places, and economies.



Chairman Shannon Wheeler is the Chairman of the Nez Perce Tribal Executive Committee, as well as an entrepreneur. Chairman Wheeler is committed to bring ATNI Tribes forward in today’s economic climate. He has been in the retail business since the early 1980’s, having operated fireworks stands and Native American smoke shops. Chairman Wheeler hopes to help Native communities leverage resources to establish true wealth as Native People. In his capacity on NPTEC, Chairman Wheeler as advocated for economic initiatives to advance the Nez Perce tribe and Indian Country as a whole.



Ted Piccolo is the Executive Director and creator of the Northwest Native Development Fund. He is a Colville Tribal member, born and raised in Grand Coulee, Washington. As the Executive Director of

NNDF, Ted has overseen the inception and growth to over \$5 million in assets, and has participated on multiple loans with Native and non-Native CDFIs. He is currently sits on the boards of the Black Hills Community Loan Fund and the CDFI Coalition, and is the past Chairman of the Native CDFI Network.



Kahseuss Jackson Kahseuss Jackson is an entrepreneur and owner of Celilo Business Solutions where he provides high level, contemporary and focused analysis and business solutions for tribal governmental or

private tribal entities. He is a member of the Confederated Tribes of Warm Springs. Kahseuss has nearly 20 years of experience in working with tribes, tribal enterprises and tribal organizations in economic, enterprise and organizational development. He has also served on the CTWS Tribal Council, in various enterprise board member capacities and has an MBA from the University of Oregon.

Have International Tariffs Impacted your Community?

It is important to maintain fair trade deals to build and keep healthy relationships between local, national and international markets, especially as we respect one another's economies. The continual back and forth of increasing international tariffs is starting to have an impact within our local economies and within the Native American communities. Here are some examples of the impacts tariffs are having within the Native American economies.

Tariffs increased from 3% to 24% in the Canadian Lumber industry, which has created an increase in the domestic prices and the domestic market. Doug Olney, the resource manager for Yakama Forest Products stated, "[the tariffs] caused somewhat of a US lumber shortage as billions of board feet or cubic meters of lumber were coming out of Canada per year. U.S. builders scrambled to buy from U.S. manufacturers which caused a rise in domestic lumber prices." Recently added tariffs with China's government has created a rise in the domestic market. "Another thing is recently the Chinese government fired back at U.S. tariffs with tariffs of their own on many things including timber or raw saw logs. This led U.S. timber owners to look into domestic markets to avoid these extra costs, which gave U.S. manufacturers the upper hand in buying these logs to add to dwindling timber supplies from federal lands."

The exchange in increased tariffs has led to an increase in the domestic market, which led to an inability to meet the demand due to the Bureau of Indian Affairs not getting timber sales out fast enough. Mr. Olney added, "We are currently experiencing a timber shortage because the Bureau of Indian Affairs will not get out timber sales although the Yakama Nation has hundreds of thousands of acres of forest lands." There has been a high demand for the domestic market, due to lack of imports from Canadian timber, but the ability to meet the demand has yet to be established. As time continues, hopefully an ability to meet the demand will be established for the domestic market.



A 25% tariff placed on the seafood market has had an impact on the Pacific Northwest market. Local fishermen of Alaska and Washington have expressed concern over the tariff increase on seafood products. As stated by Tony Forsman, General Manager of Suquamish Seafoods, the tariffs had an immediate impact on the Dungeness crab market. This impact has affected individual

fishermen, but not Suquamish Seafoods. "The 25% tariff has really impacted the market. In recent years the live shipment of crab to China has increased significantly. This has kept prices high. The 25% tariff affected prices almost immediately. The market saw a \$2.00 per lb. drop. This is fine if the amount of crab in the market is low, like it is now. However, when the market is flooded, and the Chinese option is still not there, prices will drop. It's simple supply and demand." As concerns over the possibility of loss increase, some of the seafood market is seeing a gain. "Our main product here is the wild harvest of geoduck clams. 95% of our harvest is marketed to China," added Mr. Forsman "So far, demand has increased, and prices have risen. Geoduck is considered a high-end product and not a commodity, so I think it is treated differently."

Have tariffs impacted your economy? Tell us about it! Contact us at info@atniedc.com.

Sarah Miller is an ATNI-EDC Summer Intern. She is researching how the international tariffs are impacting economies in Indian Country.



SAVE THE DATE

2019 ATNI-EDC Economic Summit

Portland, Oregon
April 8-10

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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. 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.

Summer Internship at ATNI-EDC



Hello everyone. My name is Sarah Miller and I am an enrolled member of the Confederated Tribes of Siletz Indians and a descendant of the Northern Cheyenne and Klamath tribes. This Summer, I had the opportunity to work with Amber Schulz-Oliver, the director of ATNI-EDC, through the Siletz College Student Summer Internship Program. This

experience has offered me the chance to explore and heighten my educational knowledge by applying it to a career that I aspire to work in. I recently graduated with my Associate of Science in Business and will be transferring to Portland State University to participate in the Management and Leadership Program and minor in Indigenous Nations Studies.

Working with Amber has given me the chance to meet individuals who come from similar backgrounds as myself and are working to enhance economic development within Native American communities. I appreciate the opportunity I have been given to connect with those that are working with and/or helping build the economic sector within Native American communities. I have grown to appreciate the amount of work and time taken to build the economic sector and to witness some of the projects that are currently taking place here at ATNI-EDC. Reaching out and communicating with the tribes has encouraged me to feel comfortable and confident. I see that no matter how small or large each of our contributions are, they all matter in the overall development of our communities.

The work that I have been exposed to during my internship is interconnected and is important for future developments within Native American communities. I will carry this experience on in my professional life, as well as my personal life. Thank you all for taking the time to connect with me and help me feel confident as I continue forward in my education and my career.

Sincerely, Sarah Miller

ATNI-EDC Recipient of USDA RBDG Grant!

Portland, Oregon. Earlier this summer, ATNI-EDC was informed that we were selected as a recipient of USDA's Rural Business Development Grant. We requested \$99,000 to capitalize revolving loan funds that will be used in participation loans with Washington CDFI's to support emerging and established Native entrepreneurs with start-up and working capital, and to provide four technical assistance workshops for emerging and established Native-owned businesses in Washington State. The grant application was supported by local Native CDFI's in the ATNI region.

The proposed project will strengthen Washington CDFI's and other lending institutions as well as ATNI-EDC's loan program. The primary beneficiary is the end user: Native entrepreneurs that would otherwise be unable to start or scale their business.

\$79,000 of the grant will be used as capital to participate in loans with CDFI's and lenders that provide start-up or working loan capital to Native-owned small businesses, Native entrepreneurs, and Tribal enterprises in Washington State. Providers of appropriate financial products to Native entrepreneurs and businesses will have access to additional capital through participation loans with ATNI-EDC. Local loan fund institutions know their community best. They live and work in the communities they serve and understand the most urgent needs of their customer base.

\$20,000 will be used to provide technical assistance to Native entrepreneurs to increase their readiness to start or grow their business. This could take the form of business plan writing workshops, financial management workshops, risk assessment and mitigation workshops, or other technical assistance that is identified as being critical to building success of Native business owners. The subject matter of each workshop will be identified with input from the Northwest Native Lending Network, an informal body dedicated to providing appropriate financial products and technical assistance to businesses in Indian Country.

Strong, Native-owned businesses in tribal communities are key to a healthy and robust private sector. A strong private sector is an attribute of a healthy, thriving economy.

ATNI-EDC Loan Portfolio

Capital Available to Loan:	\$129,000
Current Capital Obligated/ Loaned:	\$588,800
Current Capital Leveraged via Partners:	\$54,200

As of 9/10/2018