



# ATNI-EDC UPDATE

May 2019

## ATNI-EDC Board of Directors

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

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*The Confederated Tribes of the Umatilla Reservation*

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*The Confederated Tribes of the Colville Reservation*

**Bill Tovey**  
*The Confederated Tribes of the Umatilla Reservation*

**Shannon Wheeler**  
*Nez Perce Tribe*

## FROM THE ATNI-EDC SECRETARY



### Salutations ATNI and ATNI Economic Development Comrades!

As warmer weather finally reaches some of our Northwest lands, we look forward to the next cycle of life and activities we enjoy in our homelands.

Native economic development is challenged by contemporary profitable ventures balanced by traditional and cultural values in the use of our natural and human resources. **We sow and reap by the way we steward those resources.** With each change of season, an excitement grows for the next phase of the natural process; and **let's catch that wave of energy!**

With that being said, time is flying. The EDC Board, Financial Services Board, the Executive Director, and support staff as engaged, have been busy churning out **economic development opportunities for our Northwest tribes.** To highlight only a few accomplishments: the financial **audits** are timely completed; the Comprehensive Economic Development Strategy (**CEDS**) plan was submitted; **revolving loans** are being allocated and managed (seeking a Loan Manager); work is in progress to update our agreement with **ATNI Parent** and the Corporation to streamline overhead and be organized in fund raising efforts; the **Economic Summit** was very successful and a project dear to my heart, the **Northwest Native Lending Network (NNLN)** was formalized to be furthered at the ATNI meeting; networks with **financial organizations** and key **economic leadership** is a work in progress; and there is committed, dedicated involvement by all, who deserve the kudos!

### ATNI Economic Development Committee Agenda Highlights

Monday 5/20 & Tuesday 5/21

- ◆ ATNI-EDC Summit Debrief & Take-aways
- ◆ Northwest Native Lending Network
- ◆ ATNI-EDC CEDS
- ◆ Subcommittee Reports

Let's take advantage of the season, enjoy our progress, and **work to the next levels of sowing and reaping.** This is true of our history, most peoples were nomadic without geographic boundaries, to gather foods and trade to meet their personal and economic needs.

### Join the team, we need you!

*Sharon Goudy serves as the secretary of ATNI-EDC and as the treasurer of ATNI. She is also the CEO of Yakama Credit Enterprises.*



# 2019 ATNI-EDC Economic Summit

*Defining Wealth :: Growing Prosperity*

April 8-10, 2019 :: Portland, Oregon

Portland, Oregon. ATNI-EDC partnered with ONABEN to host the 2019 ATNI-EDC Economic Summit and Trading at the River Marketplace at the Embassy Suites Portland Airport on April 8-10. The theme, “*Defining Wealth :: Growing Prosperity*” explored how tribes consider economic development and achieve economic parity.

The 1-and-a-half day Summit was full of informational presentations, working sessions, and networking. There were around 125 participants and speakers that actively participated in the Summit activities. We have received overwhelmingly positive feedback. We are very thankful to sponsors, presenters, volunteers, and planning committee that made the ATNI-EDC Economic Summit a success! And of course, a big **THANK YOU** to those of you that joined us as participants!



## THANK YOU SPONSORS & PARTNERS!



# ATNI-EDC Summit Highlights

- ◆ **Sister Sky:** Marina Turning Robe and Monica Simeon delivered a riveting Keynote Address. They discussed the importance of CDFIs to help them realize their entrepreneurial vision, and their challenges with getting Native-made products into Tribal Casinos.
- ◆ **Carmen Davis:** Ms. Carmen Davis of Native Business Magazine was the featured presenter at the opening reception. She was joined by her family, and her charming young sons distributed free copies of Native Business Magazine to attendees.
- ◆ **International Trade Opportunities:** Panelists with strong and diverse experience discussed different opportunities in International Trade. Wayne D. Garnons-Williams traveled from Canada to discuss how Tribes can participate in trade with international indigenous communities. Chris Greene, Assistant Director of the Washington State Department of Commerce Office of Economic Development and Competitiveness discussed opportunities from the State perspective, and Tyler Martinez-Bobb of Yakama Forest Products discussed trade that is already happening.
- ◆ **Tribal Business Incubators:** One of the most popular break-out sessions was the Tribal Business Incubators panel. Heather Fleming from Change Labs (that serves Navajo and Hopi Nations in Arizona) and Sunshine Fitzgibbon from Lummi Nation discussed challenges and successes with incubator projects that have been up and running for several years. Tracy Kennedy of the Burns-Paiute Tribe and Dustin Seyler and Marissa Ahern from Warm Springs Community Action Team discussed their approach to developing emerging business incubators.
- ◆ **Northwest Native Lending Network:** A big take-away from the Summit is the formation of the Northwest Native Lending Network. The session was well-attended, and there is a lot of energy surrounding the potential of the network.
- ◆ **Tribal Administrator Forum:** Tribal administrators, such as general managers, planners, and economic development directors met to discuss shared successes and challenges. The participants agreed that ATNI-EDC should find a mechanism for this type of meeting to take place periodically.
- ◆ **Funders Panel:** The final half-day was reserved for a Funders panel. We were joined by representatives from diverse types of funders, including Wells Fargo, Meyer Memorial Trust, Economic Development Administration, Sprit Mountain Community Fund, Ecotrust, Craft 3, and the Washington State Department of Commerce.
- ◆ **Networking:** ATNI-EDC endeavored to leave dedicated time for networking by hosting lunches without presentations, and by offering two networking receptions. The survey responses indicated that this time was appreciated and well-utilized.



# Nimiipuu Community Development Fund

Lapwai, Idaho. **Nimiipuu Community Development Fund** is Native Community Development Financial Institution (CDFI) with primary target market on the Nez Perce Reservation and surrounding communities. This is a very exciting time for CDFIS in tribal communities with bringing dollars and resources for private sector development to asset building for individuals and families. Our mission is to foster economic growth through entrepreneurial capacity building and access to business capital while creating opportunities, advancing the Nimiipuu entrepreneurial spirit and preserving cultural values.

One of our core beliefs is to develop asset building skills in all age groups. **Youth** are always in the heart of our work. From conducting Spending Frenzy, Stock Market Games, or with our community partners on wellness events. In building financial education, we felt the need to push forward in hosting our first **Youth “Side Hustle” Business Camp** in March 2019. The “Side Hustle” curriculum uses current skills, passions, culture, values, and resources to address needs in their community. These kids learned to identify who their customers are, the customers’ needs and how to fill that need, how to sell and track their business, and develop a business plan. Challenge for growth by demonstrating opportunities to change their mindset on poverty, income, work, business, and envisioning a future as leaders and entrepreneurs. These participants were running straight out of the gates with running their “side hustles” with babysitting, wood stacking, organizing a platform to create websites for other entrepreneurs, and rez dog rescue. We are following up with students with YouTube videos and online content to keep them encouraged.



**Our new brand and the Nimiipuu Fund logo.** We recently completed our Marketing and created logo for “Nimiipuu Fund.” Whole dentalium and segments of dentalium shell have been used as beads in vast routes as money in our Plateau culture. To honor the past and carry onto the future, Nimiipuu Fund has incorporated the dentalium into our logo to represent the legacy of commerce in our Nez Perce culture. Nimiipuu Fund will be changing our website to [www.nimiipiifund.org](http://www.nimiipiifund.org). *George Moody is a loan officer with the Nimiipuu Development Fund*



Formation of the NNLN

## Formation of the NNLN

Portland, Oregon. At the 2019 ATNI-EDC Economic Development Summit, a session was reserved to create a strategy for the Northwest Native Lending Network (NNLN). At that session, participants voted to formally recognize the network. NNLN supporters will present a resolution before the ATNI Economic Development Committee at the 2019 ATNI Midyear Convention to request formal recognition of the NNLN.

The Mission of the NNLN is to **increase the visibility** of Native lending in the Pacific Northwest, **support lending institutions** that serve Indian Country, pool and **share technical and financial resources** and best practices, **create tools and systems** to better facilitate lending in Indian Country, **demonstrate the value** of CDFIs and lenders to the broader Native community, and **strengthen relationships** to create a robust regional lending network. We are a values-based network. We are the best at what we do because we live in the communities that we serve. We view each other as sources of knowledge and as partners- not as competition. Our end goal is to build entrepreneurs and develop our communities, and we know that the best way we can do that is by working together and learning from each other. We support each other; we collaborate with each other; everyone is welcome. We work to support sovereignty. We do our work in the spirit of Potlatch: to give back and distribute wealth. The Northwest Native Lending Network will strengthen our ability to better serve our communities

For more information, visit: <https://atniedc.com/rlf/nnln/>

## CAPITAL 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. For more information, visit <https://atniedc.com/rlf>.

### ATNI-EDC Loan Portfolio

Capital Available to Loan:

\$279,000

Current Capital Obligated/ Loaned:

\$436,300

Current Capital Leveraged via Partners:

\$42,630

as of 5/15/19

# ATNI-EDC CEDS

ATNI-EDC completed a draft of its Comprehensive Economic Development Strategy in April 2019. The draft is under review, and will be discussed at the 2019 ATNI Mid-Year Convention in Spokane, WA (May 20-24). To download the full draft, visit <https://atniedc.com/projects/ceds/>

## Executive Summary

**Affiliated Tribes of Northwest Indians Economic Development Corporation (ATNI-EDC)** has a mission to provide financial and technical assistance in the areas of community and economic development to the 56 ATNI Member Tribes and their tribal members. ATNI Member Tribes include all of the tribes in Oregon, Washington, and Idaho, as well as some tribes in Northern California, Nevada, Montana, and Alaska. A complete list of member tribes is in Appendix A. ATNI-EDC is a wholly owned, separately-financed subsidiary of The Affiliated Tribes of Northwest Indians (ATNI).

The **vision** of the ATNI-EDC CEDS is to build an intertribal economy that takes care of all; where “the old way” governs our direction, with respect to sovereignty and sustainability; where every tribal member that wants a job has a job, and upper management positions are held by tribal members; where all wealth is generated from within; where tribes leverage collective economic power to grow the overall intertribal economy; where ‘economy’ is not a dirty word, and prosperity is tangible; where entrepreneurs have the tools and infrastructure to build and grow their dream businesses; where all tribal members are healthy, well-fed, and happy; where children continue to find value in their culture, and know that they can always come home to opportunity and prosperity. The 2019- 2020 aims to serve two purposes:

**Assist ATNI Member Tribes meet the goals outlined in their strategies.** ATNI-EDC is a lean organization. As such, our approach to assisting tribes meet their economic development goals was to identify

the top 5 issues that are common between several Tribes and build programming to address those specific issues. We’re taking the ‘broad-brushstroke’ approach to try and move the needle. Throughout the information gathering process, we have learned that the following issues are a high-priority across many ATNI member tribes:

- ◆ Housing
- ◆ Infrastructure (broadly defined- includes broadband)
- ◆ Financing & investments (intertribal too)
- ◆ Entrepreneur training/ private sector development (intertribal too)
- ◆ Education & Workforce Development

**Create a platform for a thriving inter-tribal economy.** ATNI-EDC is a natural hub to leverage the collective expertise and knowledge that is housed within member Tribes. There are seven identified areas that ATNI-EDC would like to explore to advance intertribal economic development:

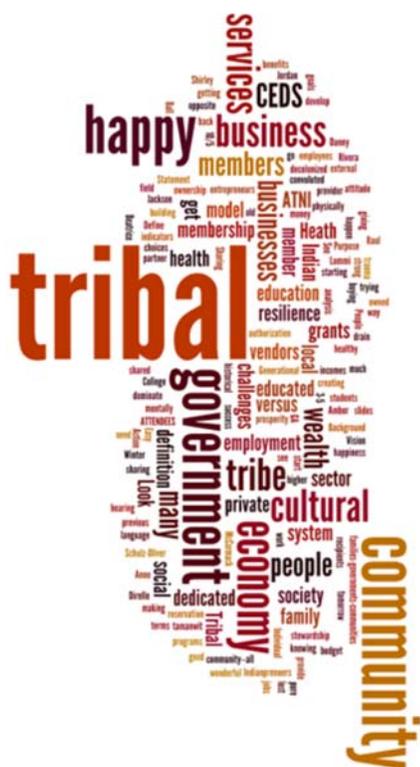
- ◆ Story-Telling
- ◆ Support Tribal Lenders
- ◆ Buy-Indian
- ◆ Shared Learning
- ◆ Regional Investments
- ◆ Policy Advocacy
- ◆ International Business

## Prong 1: Assist ATNI Member Tribes meet the goals outlined in their strategies.

- ◆ Housing
- ◆ Infrastructure (broadly defined- includes broadband)
- ◆ Financing & investments (intertribal too)
- ◆ Entrepreneur training/ private sector development (intertribal too)
- ◆ Education & Workforce Development

## Prong 2: Create a platform for a thriving inter-tribal economy

- ◆ Story-Telling
- ◆ Support Tribal Lenders
- ◆ Buy-Indian
- ◆ Shared Learning
- ◆ Regional Investments
- ◆ Policy Advocacy
- ◆ International Business



# Happenings...

## Coming Soon:

*ATNI-EDC will soon release a job posting for a Loan Program Associate.*

*More information will be available at :*

<https://atniedc.com/jobs/>

## Update on Economic Opportunity Zones

*Webinar: June 17th at 1:00 pm PST*

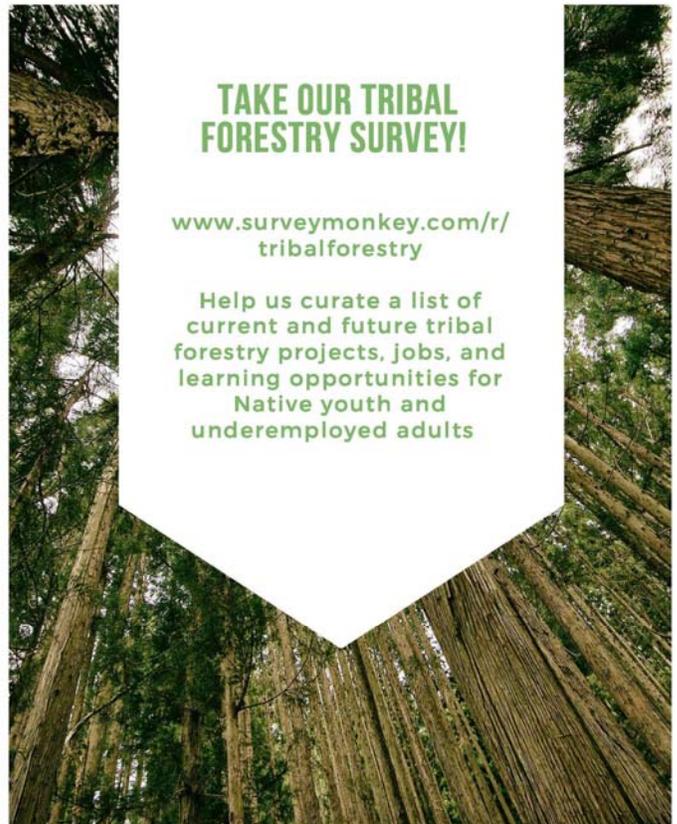
The whistle has sounded and investors are on the move looking to find good quality projects for their qualified Opportunity Zone funds. Sponsors are collecting investor subscriptions and now looking to deploy their new capital. But what exactly are investors looking for and how can the tribes participate?

Join Permanens Capital's Alan Alsheimer, Jr., Tom Butler and special guest, Vince Logan CFO of NAAF as they talk about the current market opportunities and what to expect including:

- Overview of the current program
- Update on opportunity fund regulations and the latest IRS Guidance
- What we are hearing from investment fund sponsors
- How NA Tribes and EDC's can participate
- How to present your project as an attractive investment opportunity

We plan on a presentation of 30 minutes and will leave plenty of time for Q&A

For more information please contact Tom Butler at [tom@permcap.com](mailto:tom@permcap.com) or Amber Schulz-Oliver at [amber@atniedc.com](mailto:amber@atniedc.com).



QUESTIONS?  
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Email [info@atniedc.com](mailto:info@atniedc.com) and tell us your story!

### ◆ Community Bulletin Board

In response to requests, we have created the **Community Bulletin Board** on our website, where we post jobs and events for ATNI Tribes and other partners. Find it at <https://atniedc.com/community-bulletin-board/>

