



ATNI-EDC UPDATE

October 2019

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FROM THE ATNI-EDC BOARD

Greetings from the Central Oregon Coast!



These are exciting and uncertain times for **Tribal Economic Development**. Tribal economies are here and getting stronger. To quote EDC Board Member Antone Minthorn, “the dog has caught the car now what”? Tribal self-sufficiency and sovereignty are challenged every day. These stressful times make it even more important for **Tribes to support Tribes economically as well as Tribal sovereignty**. Trade between our Tribes for goods and services need to be a priority. This includes buying goods and services from our **Native entrepreneurs** as well as **tribally owned enterprises**. Tribal partnership opportunities need to be pursued as well as business diversification. Collectively our Tribes represent an opportunity for **huge economies of scale** that could be leveraged for the benefit of most all tribes. These economies of scale could be of benefit for anything from insurance to goods and services.

The ATNI-EDC’s mission is to **provide financial and technical assistance**. EDC is expanding our I am delighted that the ATNI-EDC is **hiring a new Loan Officer** for our Financial Services as well as just signed a lease for our own **office space**. Our Executive Director, Amber Schulz-Oliver has secured a number of grants as well as coordinating upcoming ATNI-EDC events and summits. Amber is doing a stellar job representing ATNI-EDC, networking with other Native organization as well as Federal and State agencies. **ATNI-EDC is here for all ATNI tribes.**

That is all.

Jack Lenox,
ATNI-EDC
Board of Directors

Jack Lenox serves on the ATNI-EDC Board and the ATNI Financial Services Loan Committee. Jack enjoys traveling with his wife, Kathy.

ATNI Economic Development Committee

Agenda Highlights

Monday 10/7 & Tuesday 10/8

- ◆ **Suquamish Tribe Economic Development Activities**
- ◆ **Northwest Area Foundation: Vibrant Tribal Economies**
- ◆ **ATNI-EDC CEDS: Final Draft**
- ◆ **Meet ATNI-EDC’s New Loan Officer!**
- ◆ **Ecotrust: Regional Tribal Economic Impact Reports**

FROM THE EXECUTIVE DIRECTOR



Panelists for the WEDA Conference Panel, “Economic Impact & Opportunities of Tribal Enterprises.” L to R: Kyle Johnson, Executive Director of Jamestown S’Klallam Tribe Economic Development Authority; Amber Schulz-Oliver, ATNI-EDC; Chairman Leonard Forsman, Suquamish Tribe and President of ATNI; Chairman Rodney Cawston, Confederated Tribes of the Colville Reservation. Pictured with Lisa Brown, Director of Washington State Department of Commerce. Photograph courtesy of WEDA.

What a wonderful and dynamic summer for ATNI-EDC— Full of growth, new connections, and old friends. At the heart of it was gaining reflections, comments, and feedback on the **ATNI-EDC Comprehensive Economic Development Strategy** (see below). I am pleased that so many people took the time to review the CEDS, and offer thoughtful feedback. I also feel fortunate that the workshop allowed me to be in **Lummi for Canoe Journey!** So far, the response to the CEDS has been overwhelmingly positive! We’re hoping that it will be recognized by ATNI through an ATNI resolution at this Annual Convention.

We have also been working to stay apprised of the **Opportunity Zone** funding mechanism, and how it can be used to benefit large-scale Tribal projects. We are compiling what we learn, and inviting knowledgeable professionals to the **ATNI-EDC Tribal Opportunity Zone Summit** at the end of October (p. 3). I was also honored to be invited to participate on a panel with distinguished tribal leaders to discuss the impacts and opportunities of Tribal enterprises at the **Washington Economic Development Association** Conference. I also participated in productive meetings to advance strategies in **tribal workforce development**, the **Northwest Native Lending Network** (pg. 4), and **regional tribal economic development** for Oregon and Idaho.

We have also made in-roads in growing our organizational capacity! We are so excited to welcome **Crystal Sandoval** as the ATNI-EDC Loan Officer (pg. 4). We conducted interviews for that position in our **new office space** on E. 98th and E. Burnside in Portland, Oregon, with only four chairs as our furniture. We look forward to hosting an **open house** to show off the new space and introduce Crystal in November. Follow us on Facebook at www.facebook.com/atniedc to stay up-to-date on ATNI-EDC activities! Thank you for a great summer!!

Respectfully, Amber Schulz-Oliver.

ATNI-EDC CEDS

ATNI-EDC completed a draft of its Comprehensive Economic Development Strategy (ATNI-EDC CEDS) in April 2019. Throughout the Summer, ATNI-EDC hosted workshops to review and gain feedback on the draft. Workshops took place in Lincoln City, Oregon (July 18), Bellingham, Washington (July 23), Worley, Idaho (August 1), and Spokane, Washington (August 29). Comments were compiled, and ATNI-EDC posted an updated draft on its website on September 26th. A final workshop to review the updated draft was held in Shelton, Washington (September 27). Overall, feedback has been positive, and the general consensus is that the CEDS reflects current economic development goals for ATNI Tribes today.

ATNI-EDC is going to introduce a resolution to adopt the ATNI-EDC CEDS at the ATNI Annual Convention at the Suquamish Clearwater Casino and Resort.

The **vision** of the ATNI-EDC CEDS is to build an Inter-Tribal economy that takes care of all Tribal citizens; where “the old way” governs our direction, with respect to sovereignty and sustainability; where Tribal citizens have ready employment opportunities, including upper management positions; where wealth is generated from within Indian Country; where Tribes leverage collective economic power to enhance Inter-Tribal economy; where Tribal entrepreneurs have the support and infrastructure to establish and sustain businesses; where all Tribal citizens are healthy happy; where Indian youth continue to find value in their culture, and find opportunity and prosperity in their homelands.

We would like to extend a hearty THANK YOU to the **Siletz Tribe**, **Lummi Indian Nation**, and **The Coeur d’Alene Tribe** for hosting the CEDS Review Workshops.

You can download the latest draft by visiting <https://atniedc.com/projects/ceds/>.

ATNI-EDC CEDS Snapshot

Support ATNI Tribes to Meet Economic Development Goals

- ◆ Housing
- ◆ Infrastructure
- ◆ Financing & investments
- ◆ Education & Workforce Development
- ◆ Energy Sovereignty

Support Inter-Tribal Economy Building

- ◆ Story-Telling
- ◆ Shared Learning
- ◆ Regional Investments
- ◆ Policy Advocacy
- ◆ International Business
- ◆ Regional Tourism

Support Tribal Entrepreneurs

- ◆ Access to Capital
- ◆ Support Tribal Lenders
- ◆ Technical Assistance
- ◆ Expand markets
- ◆ “Buy-Indian”

ATNI-EDC Tribal Opportunity Zone Summit

Welcome Reception
October 29, 2019

Summit
October 30, 2019

Little Creek Casino, Shelton Washington

ATNI-EDC is hosting the **Tribal Opportunity Zone Summit**, October 29-30 at the Little Creek Casino in Shelton, WA.

The Summit is intended to demystify Opportunity Zones. Participants will walk away with a clear understanding of the Opportunity Zone funding mechanism, **legal** and **administrative** considerations, and the types of **projects** that are attractive to Opportunity Funds and Investors.

This event is being offered free-of-charge.

The most recent draft agenda is posted on our website:

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

ONABEN Receives Large Grant from MBDA



ONABEN

ONABEN's multi-faceted project, Growing Native Economies is designed to grow the capacity of Native owned businesses through innovation and entrepreneurship. One component of the project will be the creation of a 20-member cohort that will be provided in

depth business expansion and development training in government contracting. These cohort meetings will take place across the country and will provide the participants with the opportunity to work with the ONABEN team along with carefully selected field experts in growing their capacity and networks.

Through the MBDA award ONABEN will also provide specialized capacity and organizational development to the newly formed South Dakota Native Asset Coalition as well as online learning opportunities, website development for selected small businesses, and the development of the Tukwahone' Business Accelerator in Burns, Oregon.

The Tukwahone' Business Accelerator will be an integral step in establishing private sector businesses in a currently underserved area of Oregon. The Burns Paiute Tribe has provided a 7,500 square foot building that will act as an incubator/accelerator for developing entrepreneurs in the community. With support from

ONABEN's MBDA award the intellectual infrastructure necessary to build an environment for small businesses to grow will be created, as well as provide much needed training and technical assistance to a geographically isolated Tribal community in rural Oregon. ONABEN fully believes that innovation and entrepreneurship can occur in an area and within a people that have struggled economically, and that the qualitative and quantitative impact of this project will continue well beyond the life of this grant opportunity.

Tracy Kennedy, the Community Economic Development Coordinator of Burns Paiute Tribe, added that ATNI-EDC helped foster the relationship between ONABEN and the Burns Paiute Tribe. "I know a goal of ATNI-EDC is to assist in connecting resources to

create real change, and in this instance it happened. Additionally, ONABEN truly understands the needs of Tribal entrepreneurship in Indian County and are fierce in assisting Tribes to reach their economic goals!"

Article written by ONABEN with contributions from Tracy Kennedy



Northwest Native Lending Network Holds First Strategy Session

Coulee Dam, Washington. Taala Fund is excited to be an active participant along with eleven other Northwest Native CDFI's and lenders to organize a "Northwest Native Lending Network." Further, the ATNI Tribes have strongly supported our formation through resolution #19-18, "Supporting the formation of the Northwest Native Lending Network."



From left to right: *Ted Piccolo, Northwest Native Development Fund; Natalie Charley, Taala Fund; Rjay Brunkow, Indian Land Capital; Sharon Goudy, Yakama Nation Credit Enterprises; Amber Schulz-Oliver, ATNI-EDC. Not Pictured: Angie Main, NACDC; Shalynn Kellogg, Shoshone-Bannock Tribes; Lawrence Spottedbird, Chehalis Tribal Loan Fund; Nancy Jordan, Lummi CDFI; Lynn Meyer, Community Lending Works. Picture by Stephanie Cote, Oweesta.*

Spearheaded by ATNI-EDC director Amber Schulz-Oliver and key Native CDFI directors, "the Northwest Native Lending Network (NNLN) is a partnership network designed to support Native Community Development Financial Institutions (CDFI's) and other lending institutions to better serve Native entrepreneurs in the Pacific Northwest." (ATNI-EDC concept paper).

By forming NNLN we hope to:

- ◆ Increase visibility of Native Lending in the Pacific NW;
- ◆ Support lending institutions that serve Indian Country;
- ◆ Pool and share technical assistance and financial resources;
- ◆ Create tools and systems to facilitate lending in Indian Country;
- ◆ Demonstrate the value of Native CDFI's
- ◆ Strengthen key relationships

On August 28 NNLN held an organizational meeting hosted by the Northwest Native Development Fund (a Native CDFI) in

Coulee Dam to discuss strategic planning, organizational structure, political presence, meeting schedule, membership, marketing, and an open discussion about each of our ideas and concerns. We decided that NNLN shall be an informal organization housed under the ATNI-EDC – for now.

We hope to continue to build the organization, secure a logo, and inform tribes, partners and funders in the NW about who we are, what we have to offer, and how we are impacting our Native communities.

AND we hope to strengthen coordinated outreach, services and lending to our borrowers so they can take full advantage of our loans, technical assistance, training and resources. NNLN members can serve independently within their own CDFI or lending institution and we can partner together through NNLN to provide the best quality services for all NW native businesses.

I'm definitely excited about what the future has in store for Native CDFI's and lending institutions. I hope you are too! Siokwil

Natalie Charley serves as the Executive Director of the Taala Fund on the Quinault Indian Reservation

Meet Crystal!



We at ATNI-EDC are absolutely elated to welcome **Crystal Sandoval** to our team! Crystal is serving as the ATNI-EDC **Loan Officer**, and will be focusing on all things loan-related. Crystal's warm personality is an excellent addition to the ATNI-EDC Team!

Crystal joins us from the banking and credit union industries. She has experience with mortgage underwriting, as well as consumer loans. She is excited to work in Indian Country, and serve Native-owned small businesses.

Crystal loves football, hanging out with girlfriends, and spending time with her two sons: Antonio (age 12) and Romeo (age 1 and-a-half).

Please join me and extend a hearty ATNI Welcome!

CAPITAL CORNER

ATNI-EDC Loan Portfolio

Capital Available to Loan: \$420,000

as of 9/28/19