



Native Nation
E V E N T S

**Native American
Economic Development and
Diversification
Conference**

September 19th–20th, 2022

Mystic Lake Casino Hotel

Prior Lake, MN

7:30-8:30 AM

Registration & Networking Breakfast



8:30-8:45 AM

Welcoming Remarks



Justin O'Connor
President
Native Nation Events

8:45-9:00 AM

Conference Co-Chair Remarks



James Klas
Founder & Principal
KlasRobinson, Q.E.D

General Sessions

9:00-10:15 AM Tribal Leaders Roundtable: Creating Opportunities for Tribal Members with a Goal of Self-Preservation for Tribes

- During the height of Covid, the Native American unemployment rate soared to 26%. What measures can be put in place to alleviate such a decline in the event of another pandemic?
- What can be done to prevent Native Americans from being forced to leave reservations to find suitable work?
- What socioeconomic hurdles prevent Native communities from expanding?
- What strategies can be implemented to attract more private investments?

Moderator:



Jason Mancini
National Project Manager
Blue Stone Strategy Partners

Presenters:



Melanie Benjamin
Chief Executive Officer
Mille Lacs Band
of Ojibwe Indians



Ron Allen
Tribal Chair/CEO
Jamestown S'Klallam Tribe



Ned Daniels, Jr.
Chairman
Forest County Potawatomi Community



Marlon WhiteEagle
President
Ho-Chunk Nation

Monday, September 19th

10:15-10:45 AM

Morning Networking Break



General Sessions

10:45-11:45 AM

8-Track Emoji

- Cross Generational Leadership
- Discover the answer for retention in the 21st century
- Understand the three major trends of upcoming generations
- Identify three common biases in the workplace

Presenter:



Jerrod Murr
Founder & CEO
Paradigm Shift

11:45-12:30 PM

How Can Tribes Find Capital to Pay for Diversification Projects with Rising Costs, Inflation, and Interest Rates in Today's Economy?

- Examine the effects rising costs, inflation, and interest rates have on financing for diversification and expansion projects?
- How can tribes gain access to funding for diversification projects, and what strategies can be used to attract more private investments?
- What grants are available to support tribal projects? How can those grants help finance future economic development and diversification projects?
- Discuss the recently announced New Market Tax Credit Allocations and how to ensure you get your fair share.

Presenter:



Adam Rose
Director of Partnerships & Growth
Travois



Dennis Johnson
Chief Investment Officer
Ho-Chunk, Inc.

12:30-1:30 PM

Networking Lunch



1:30-2:30 PM Non-Gaming Amenities With a Proven Track Record For Tribal Casinos

- What are some successful up-and-coming non-gaming amenities that can be incorporated into tribal casinos to enhance the property?
- How can tribes craft and capture one-of-a-kind multi-level enhancements from more significant properties and bring those unique experiences to smaller venues?
- What simple makeovers can capture customer excitement for Native American casinos?
- How does tapping into the five senses with sensory-formed design help create a nostalgic gaming environment without disturbing the original flow and footprint of the property?
- What economic development practices could help move the needle forward in gaming business expansions?

Moderator:



James Klas
Founder & Principal
KlasRobinson, Q.E.D



Liva Wolf
Vice President, Commercial Solutions
Caribou Coffee

Presenters:



Laura Penney
CEO
Coeur D'Alene
Casino Resort Hotel



Alex Baird
Founder
Beacon

2:30-3:15 PM

Diversification by Investing What You Know: How Tribes are Creating Opportunities by Investing On and Off-Reservation within the Hospitality and Entertainment Industries

- What are the pros and cons of tribal indirect investments, co-investments, and direct investments?
- Discuss post-pandemic success stories with off-reservation investing, specifically in the hospitality industry?
- How can investing in the hospitality industry increase tribal profiles while increasing diversification?
- Are there any foreseeable pitfalls for tribal communities to delve into off-reservation investing?

Presenter:



Joseph Nayquonabe
CEO
Mille Lacs Corporate Ventures



Dennis Johnson
Chief Investment Officer
Ho-Chunk, Inc.

Monday, September 19th

3:15-3:45 PM

Afternoon Networking Break



General Session

3:45-5:00 PM

Mystic Lake Center Vision, Design and Construction Story

- How we built a "TEAM" between all parties and how adaptability allowed us to have discussions on the fly to keep the client happy and informed.
- What were some of the operational challenges regarding the guests and employees? How did this impact the overall play in the casino?
- How do we feel we made an impact on the market?

Moderator:



James Perry
Vice President of Client Services
Imagine This

Presenters:



Angela Heikes
President & CEO
SMSC Gaming Enterprise



Mike Lane
Vice President of Sales-
SageGlass



Robert Blankmeyer
Construction Manager
PCL Construction Services



Bryan Hamlin
Partner/CDO
WORTHGROUP Architects & Designers

5:00 PM

Monday's Sessions Conclude

5:30-6:30 PM

Monday Night Reception

Sponsored By:



7:45-8:45 AM

Registration & Networking Breakfast

BEACON

General Sessions

8:45-10:00 AM **Are Labor Shortages within the Hospitality Industry Here to Stay?**

- How can tribes overcome the hurdle of labor shortages while trying to diversify their portfolios?
- At peak seasons throughout the country, an estimated one million plus, primarily college-aged, Western and Eastern Europeans, came to work in the US during the pandemic. However, with staffing programs drying up, how can tribal communities create other avenues to include them?
- Discuss how government administrative policies play a role in current tribal labor shortages and if there are measures to prevent a significant decline moving forward.
- What opportunities can companies create to maintain employee engagement?
- Discuss practices put in place or considered which promote loyalty and longevity while reducing high turnover rates.
- In what ways are tribal enterprises getting creative to solve staffing issues?
- What role does new technology play in bridging the divide?

Presenters:



James Klas
Founder & Principal
KlasRobinson, Q.E.D



Ronald Vargas
VP Human Resources
Cache Creek Casino Resort

10:00-10:30 AM

Morning Networking Break



General Sessions

10:30-11:30 AM **Think Big: How to strategically grow your Tribal Economy**

- Economic Development Principals (best practices)
- Moving the needle: finding projects large enough to make an impact
- How energy, financial services, 8(a) contracting and healthcare industries can grow an economy

Moderator:



Jamie Fullmer
CEO/Chairman
Blue Stone Strategy Partners



Jason Mancini
National Project Manager
Blue Stone Strategy Partners

Presenters:



Zachary Atherton-Ely
VP of Strategic Growth Initiatives
Mille Lacs Corporate Ventures



Kevin Blaser
Economic Development Services Director
Blue Stone Strategy Partners

11:30-12:30 PM **Opportunities for Tribal Communities to Diversify with Cannabis and Hemp**

- What systemic inequities continue to this day in Native communities that can be addressed and used to bridge the gap between the rest of the world?
- What opportunities for monetary benefit exist when cannabis dispensaries enter tribal communities?
- What role do regulatory requirements such as federal legislation, lobbying, legalities, and risk management play in allowing these opportunities for tribes?
- In what ways can cannabis and healthcare work together?
- How does getting into the cannabis and hemp industry help tribes diversify their enterprise portfolios? Are there still opportunities for other tribes to follow?

Moderator:

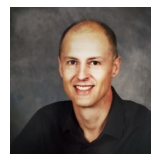


James Klas
Founder & Principal
KlasRobinson, Q.E.D

Presenters:



Seth Pearman
Attorney General
Flandreau Santee Sioux Tribe



Earl Pendleton
Treasurer
Lower Sioux Indian Community



Toby Vanlandingham
President
Yurok Agricultural Corporation



W. Joe Allen
Executive Director
Jamestown S'Klallam Tribe

Tuesday, September 20th

8
9/15/2022
10:39 AM

12:30 PM

Conference Concludes

EXHIBITOR RAFFLE DRAWING

Followed by

*****GRAND PRIZE DRAWING*****

*****Winners must be Present to Win*****