

AGENDA

August 16—18, 2016

Blank Rome Government Relations LLC Offices

Watergate 600 New Hampshire Avenue, NW | Washington, DC 20037

Tuesday, August 16: Business Basics

TIME	SESSION TOPIC	PRESENTERS
8:30 – 9:00	Breakfast – Welcome Address	Julie Potter —Associate Director, NACA Christopher Munoz — ENLS Alumni
9:00 – 9:45	Round Table Discussion <i>Meet your teams and learn from each other on what drives business and leadership for your communities.</i>	Josie Raphaelito — Program Manager, Center for Native American Youth
9:45 – 12:00	Business Planning Exercise <i>Begin developing your business plan. Learn the questions you need to be asking yourself as you pursue a business and develop skills on how to fully develop your business concept.</i>	Rahul Singh —Chief Executive Officer & Founder, Anant Corporation
12:00 – 1:00	Lunch Presentation	Michael Anderson —Executive Director, NACA
1:00 – 1:45	Money & Business—Where to Start <i>Learn what types of capital you need to acquire to start a business, unique avenues Native Communities utilize to leverage available resources, and what types of programs are out there to help you get going.</i>	Dante Desiderio —Executive Director, Native American Finance Officers Association (NAFOA) Walter Hillabrant —Managing Director, Native American Capital LLC David Burrell —President, Pinnacle Bank Michael Haas —Vice President Business Development Officer, Wells Fargo
1:45 – 2:00	Break	

2:00 – 3:00	Understanding Contracting <i>Understand how federal contracting works, how it impacts communities, differences between individually owned v. community owned, and how these businesses found success.</i>	<p>Kenneth Dodds—Director of Policy, Planning and Liaison, Small Business Administration.</p> <p>Heath Rist—Vice President, All Native Group LLC.</p> <p>Calista Pinnecoose—Business Manager, Diné Development Corporation (DDC).</p> <p>JoAnn Kauffman—President, Kauffman & Associates Inc.</p>
3:00 – 3:30	Networking Skill & Internet Professionalism <i>Strengthen your first impressions and set yourself up for success. Get coaching on navigating a room, leaving a lasting impact in a short meeting, and how to present yourself in the best light.</i>	<p>Ira Koretsky—President, The Chief Storyteller</p>
3:30—4:00	Open Discussion/Q & A	NACA Staff

Networking Reception

5:30—7:00pm

203 Maryland Ave NE, Washington, DC 20002

Join us on Capitol Hill to network with local business leaders, Capital Hill staffers, and local Native American organization.

Wednesday, August 17: Understanding Industry

TIME	SESSION TOPIC	PRESENTERS
8:30 – 9:30	Breakfast – Networking Reflection	Julie Potter –Associate Director, NACA
9:00 – 10:30	<p>Understanding a Market</p> <p><i>Examining different Markets helps entrepreneurs find the right space to take their pursuits. Whether you're looking to be involved in medicine and hospitals, telecommunications, air and space, or construction this panel will provide insights into how these markets work and translate to other markets as well.</i></p>	<p>David Sanborn—Assistant Administrator for Native American Affairs, Small Business Administration</p> <p>Ronald Uba—Senior Business Development Specialist, Office of Business Development, Minority Business Development Agency</p> <p>Indian Health Services—TBD</p> <p>Daniel Wang—Associate, PinneyAssociates Inc.</p> <p>Christopher Munoz—Human Resources Director, Tigua Inc.</p>
10:30 – 10:45	Break	
10:45 – 12:00	<p>Future Markets</p> <p><i>Gain forward thinking insights as you head into business in the 21st Century. What sectors of business are booming? What are the jobs of the future? How do companies adjust to changing generations and fast paced IT advancements? What are the main areas of economic growth in Indian Country?</i></p>	<p>Michael Berryhill—Division Investments Eastern Regional Credit Manager, Bureau of Indian Affairs</p> <p>Phillip Symonds—CPA, Nonprofit Organization Management</p> <p>Andrew Dichter—Senior Vice President, Systems Planning & Analysis Inc.</p> <p>Phillip Morton—Applications Manager, W.M. Keck Center for 3D Innovation, University of Texas El Paso</p> <p>Rahul Singh—Chief Executive Officer & Founder, Anant Corporation</p>
12:00 – 1:00	Lunch Presentation	Cofi Haia —Washington Director, Office of Hawaiian Affairs

1:00 – 2:00

Basics of Marketing & Utilizing Social Media

Hear it from the experts in communications. Meet with local policy and business minds on how to utilize social media and marketing to achieve your objective. Learn about how you make a communications plan, new tactics in marketing, and tools to strengthen your message.

Adria Marquez—Director of Digital Content, US Department of Education

Ricki McCarroll—Principal Consultant, NUNA Consulting

James “Jim” Anderson—Founder & CEO, Wholecrowd Inc.

Bea Herbert—Program Specialist and Tribal Government Relations, US Department of Agriculture

2:00 – 4:00

Business Planning Exercises

Rahul comes back to help you bring the tools and knowledge you’ve gained into your business plan. Think through next steps and prepare for presentation.

Rahul Singh—Chief Executive Officer & Founder, Anant Corporation

Thursday, August 18: Business and Advocacy

TIME	SESSION TOPIC	PRESENTERS
8:30 – 9:30	Breakfast – Mock Senate Hearing Intro	Michael Anderson –Executive Director, NACA
9:00 – 10:30	Mock Senate Hearing Training Get hands on assistance from the NACA Team and policy experts to help your company build its story. Take the extra step that all Community Owned businesses must do and tell the story of how your business is giving back to your community.	Santiago ‘Rico’ Vaca —President & CEO, S Vaca & Associates, LLC Jessica Lawrence —Vaca Senior Vice President, McKeon Group
10:30 – 10:45	Break	
10:45 – 12:00	Mock Senate Hearing Prep Session Work independently with your team to lay out your story, assign roles and prepare for your presentation.	Quorum resource station available with Ryan Thornton, Director of Customer Success
12:00 – 1:00	Lunch	
1:00 – 2:30	Mock Senate Hearing “Tell your Story” to the “Mock Senators” on the panel comprised of individuals with extensive Capitol Hill experience.	Michael Anderson —Executive Director, NACA Jon Devore —Attorney, Birch, Horton, Bittner & Cherot, P.C. Kate Anderson —Principal, Blank Rome Government LLC Stephen C. Peranich —Principal, Blank Rome Government LLC Denise Desiderio —Policy Director, National Congress of American Indians
2:30 – 3:00	Business Plan Presentation Prep Period Work independently with your team to reflect on the questions asked during the Senate hearing to modify your business plan presentation as needed.	Work Independently

3:00 – 4:00

Business Plan Presentation

Present your business plan to a panel of judges comprised of business thought leaders of the area.

Michael Anderson—Executive Director, NACA

Heath Rist—Vice President, All Native Group LLC.

Rahul Singh—Chief Executive Officer & Founder, Anant Corporation

Steve Mills—President/CEO, Aqiwo Inc.

Dante Desiderio—Executive Director, Native American Finance Officers Association (NAFOA)

Christopher Munoz— Human Resources Director, Tigua Inc.

4:00 – 4:30

Excellence in Business & Advocacy

Award Ceremony
