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Business Development in Indian Country Conference
March 8 – 11, 2010
The New Wild Horse Pass Hotel and Casino

Agenda

Monday, March 8, 2010

10:30 AM Golf Outing
1:00 PM Tours of the Gila River Businesses
5:30 PM Golf Reception/Networking

Tuesday, March 9, 2010

8:30 AM **Registration**
9:00 AM **Opening Prayer and Opening Remarks**
9:15 AM **Indian Country Economic Future for 2010 and Beyond**
Lance Morgan
9:45 AM **Break**
10:00 AM **Breakout Sessions**

Business & Feasibility Plans - From Concept to Reality- What to include

You have a clear picture of what business you want to start. The first step is having a solid business plan and feasibility study to help sell your concept. This session will discuss what is needed in a plan and how feasibility studies help you determine if this business is the right fit.

Noon ***Keynote Luncheon - Where is the Economy Heading?***
Sponsored by Wells Fargo

1:00 PM **Breakout Sessions**

Project Development: Design to Closeout. Keeping your Projects on Track

What tools are needed to complete a project? The discussion will cover everything from timelines to the tools needed to be successful.

2:45 PM **Break**

3:00 PM **Financing ~Cash Flow Analysis ~ Government Bonds**

The business plan is completed - now you need financing for the project. What is available in this market and how to do you project your cash flow so that you have the finances to survive?

6:00 PM **Networking Reception at Wild Horse Pass**

Wednesday, March 10, 2010

9:00 AM **Breakout Sessions**

Tribal Business Development Corporation Structure

A Tribal Business Development Corporation is a way for tribes to use their governmental and legal status to create a successful economic development tool. Discuss ideas with people who have set up Tribal Corporation Structures and participate in ways to set proper strategy in motion for Tribal Business structures.

Energy Projects for Economic Development Opportunities

Is it time for your tribe to get involved in Energy Projects? Find out how your tribe can get involved in Energy whether as a green project or as potential business development.

Identifying and Evaluating Inter-Tribal Business Development Opportunities

How can you find the right business development for your tribe?

10:45 AM

Breakout Sessions

IT & Telecommunications for Economic Development Opportunities

Learn how your tribe can have significant opportunities for IT & telecommunications at this current and relevant discussion.

Doing Business in Indian Country: Resources and Positioning

What resources are available for Indians to work together and do business with other Indian business entities? Explore these opportunities.

Real Estate Development

Create a success strategy for real estate investment and development

NOON

Luncheon : Sports and Business in Phoenix

1:00 PM

Breakout Sessions

SBA 8(a)

What is working and what is not in the world of SBA 8 (a)? Hear from current participants about the changes to the program and how to navigate successfully through the SBA 8 (a) program.

Tribal Business Development off Tribal Lands

What business opportunities might be available off tribal lands?

3:00 PM

Case Studies: Long Term Sustainability

Forest County Potawatomi Diversification
Gila River
Salt River

5:30 PM

Reception hosted by AAED

Thursday, March 11, 2010 *Arizona Tribal Business Summit 2010*

Partnering for the Future of Arizona