

TRIBAL S.W.O.T.

INFRASTRUCTURE
LOCATION/LAND BASE
CULTURE
COMPETITION
HUMAN CAPITAL

DON'T LET GAMING OVER INFLUENCE YOU

Diversification means

PROVIDING COM/STACY TO TRIBAL GOVERNMENT CA/M FLOW

TO EMPOWER TRIBAL COMMUNITIES

SUSTAINABLE TYPES OF REVENUE

BUT SO MANY OPPORTUNITIES COME UP... ?HOW TO SORT?

INVESTMENTS SHOULD FOCUS ON CASH FLOW

Look @ Other Market Successes

CONVENIENCE

WEIGH THE COST OF CAPITAL

LOCAL INVESTMENTS aren't always the best

WALMART ON THE RESERVATION TAXATION DIVERSIFICATION BRINGING BUSINESS TO THE RESERVATION



INDUSTRIES RIPE FOR DIVERSIFICATION?

MAKE SURE YOUR TRIBE HAS SOME EXPERTISE

- AGRI CULTURE
- LAND lease
- UTIL ITES
- MIN ING
- CON struc TION

Diversification

To CAPTURE UNEMPLOYED

APPRENTICESHIP PROGRAMS

BUSINESS VISITS

INVESTING IN ENTREPRENEURSHIP

ADVISING NEW ENTREPRENEURS

a required strategy

Mining
Agriculture
Utilities
Construction
Manufacturing

opportunities

HOSPITALITY AND TOURISM TOUGH IN A CRISIS OR DOWNTURN

ASSESSING INCOMING OPPORTUNITIES

So passive you should pursue

in your framework

MORE PRODUCTS (IN smoke shop/retail) CBD

REACHING Down or UP the supply chain

NEARBY MARKETS risk

TOTALLY new

WHAT ABOUT DIVERSIFYING OURSELVES INTO SOVEREIGNTY AND SUFFICIENCY?

WHY?

ECONOMIC THREATS

POLITICAL

DISASTER

RECOVERY/SOVEREIGNTY

EMPLOY MEMBERS

FUND GOVERNMENT

DISTRIBUTE FUNDS TO MEMBERS

CONTROL DESTINY

MEET VISION / GOALS

Too HEAVY

HELLO MY NAME IS SERVICE

25% compared to U/A 18%

too many eggs

MAYBE INVEST AND ENCOURAGE IN THESE DIRECTIONS

EMPLOYMENT

COMMERCIAL MARKET

FINANCIAL MARKET

INDIAN COUNTRY

POVERTY RATES ALL TRENDING DOWN

Hooray!!!

3 Tribes in One

RECENTLY ADDED LANDS, AND THEY HAD TO FIGURE OUT WHAT TO DO WITH THEM



ARLAN MELENDEZ
CHAIRMAN
RENO-SPARKS INDIAN COLONY



CASEY LOZAR
VP, DIRECTOR CENTER FOR IC DEV
FED. RESERVE BANK OF MINNEAPOLIS



DAWSON HER MANY HORSES
VP & NA BUSINESS LEAD,
WELLS FARGO COMMERCIAL



BILL CRADER
MANAGING DIRECTOR
TFA CAPITAL PARTNERS