11th Annual EXPO: July 20, 21 & 22, 2014

Creating Opportunities For Growth, Capacity & Sustainability

Presented By Eagle Sponsors
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Agua Caliente Band of Cahuilla Indians • Soboba Band Of Luiseno Indians • Nestle

DAY 1 – SUNDAY, July 20, 2014
Registration & Trade Show Move-In – Conference Center Foyer Noon – 5:00 pm

Sunday Entrepreneurial Excellence – American Indian Business Capability Building Exercises
Sponsored by: Nestle
- Time: 2:00 p.m. to 5:00 p.m.
- “Success Is In The Air” Exercise for Business Owners & Staffers
- Chamber Member Presentations To Chamber Advisory Council

Social Media Development Lab – Conference Area Concurrent With Coaching Sessions
Sponsored by Verizon
- Chamber Member to Member development of Social Media
- Facilitated by April Tinhorn, Tinhorn Consulting & Crystal Jensen, PhD. Integrity Technologies

AICEF PTAC Consultation Session
- Success Is In The Air Tool Preparation
- Preparing for One on Ones, Pitch Practice & Statement of Qualification Review

Sunday Networking Welcome Reception – Cahuilla Ballroom
Sponsored by: Blair Church & Flynn Consulting Engineers
- Time: 5:30 p.m. to 7:00 p.m.
- Location: Agua Caliente Resort Cahuilla Ballroom
- Call to Order: Tracy Stanhoff, Chamber President & Chamber Board
- Welcomes: Chamber Advisory Council co-Chair Chair Arnice Lamb, The Walt Disney Company
  - Chamber Advisory Council co-Chair Dennis Thurston, SCE
  - David Mowry, Blair, Church & Flynn Consulting Engineers
- EXPO Volunteer Recognition & All EXPO ’14 Attendee Networking
- Wine Tasting From the Dry Creek Rancheria Band Of Pomo Indians vineyards
DAY 2 – MONDAY, July 21, 2014

Golf Tourney • the Classic Club, CA
• 6:30 am registration
• 7:30 a.m. Shotgun Start
• Box Continental Breakfast and Breakfast Burritos “To Go”
• Lunch: Noon – Box Lunch on Course
• Hole in One Sponsored by the Chamber

Trade Fair Move-in & On-site EXPO Registration – Conference Center Foyer
• Registration: 11:00 a.m.– 5:00 p.m.
• Trade Fair Booth & Indian Business- combo info distribution tables
Check-in: Noon – 2:00 p.m.

Monday Morning Stretch – Health Walk & Networking Lounge With Sandwich Buffet
• In the registration area: 8:30 am to 2:30 p.m. Conference Center Foyer
• For those non-golfers lead by Allison Hicks, New World Environmental, Inc. & assisted by Ileana Winterhalter, AT&T
• 8:30 am to 9:30 am Stretch; 1 Mile Health Walk; Warm Down
• 9:45 am to 10:30 am Shower Break
• 10:30 am to 3:00 pm Area for working and networking
• Sandwich Buffet 11:30 am to 1:30 pm
DAY 2 – MONDAY, July 21, 2014 continued

Session 1 – “Annual Tribal Leader Summit” - Cahuilla Ballroom
A very special roundtable featuring Tribal leaders with follow up to Building Infrastructure Development Summit & a special discussion on Tribal economic development best practices.
**Sponsored by:** Soboba Band Of Luiseno Indians
- Time: 3:00 p.m. to 5:00 p.m.
- Who: Tribal Leaders & General Attendees
  **Moderated By:** Commissioner Catherine J.K. Sandoval, California Public Utilities Commission & Tracy Stanhoff, Chamber President

Session 2 – Native American Veterans Resource Roundtable Session
*Indian Country has the highest percentage per population of military service. This session is geared to assist your Native Veteran business owners with achieving success and fellowship during this special EXPO session.*
- Time: 5:00 p.m. to 5:45 p.m.
  **Moderated By:** Jeff Estep, Heritage Global Solutions
  - Karen Blackwell, Nestle, Nestle’s Veterans Initiative
  - Michelle Kantor, Atty At Law, Overview of New Laws on Service Disabled Veteran Self Performance

**ADVISORY COUNCIL MEETING – Advisory Council with their fellow staffers only – Sunset Room**
- Time: 5:30 p.m. to 6:30 p.m.

**EXPO ‘14 Attendee Reception – Conference Center Foyer**
- Time: 6:30 p.m. – 7:00 p.m.
- Location: Agua Caliente Resort & Casino, Rancho Mirage

**Expo Leadership Dinner With Golf Awards**
**Sponsored by:** Agua Caliente Band of Cahuilla Indians
- Invocation
- Call To Order: Tracy Stanhoff, Chamber President
- Welcome Keynoter: Douglas R. Bauder, Vice President, SCE
- Special Honoring – Joe Alderete, SCE – Chamber Lifetime Achievement Award
With Chamber Board, Commissioner Catherine Sandoval, CPUC, SCE Vice President Douglas Bauder, SCE Principal Manager Supplier Diversity & Development Eric Fisher
SCE Supplier Diversity & Development Manager & Chamber Advisory Council Co-Chair Dennis Thurston
- Eagle Award Presentations – Chamber Board
- Golf Awards Presentation
  - 1st – 3rd place Teams
  - Longest Drive, Men, Women, Tribal Leaders
  - Closest to the pin, Men, Women, Tribal Leaders
  - Straightest Drive, Men, Women, Tribal Leaders
  - Hole in One – Sponsored by American Honda Motor Co., Inc.
- Raffle – Cheri Myron, Chamber Board Member, Olivia Walls, Chamber Vice President & Sara Finseth Chamber Secretary

**Special Meeting – American Indian Biz-to-Biz Meeting Chamber Annual American Indian businesses meeting**
- Time: Immediately After Dinner
DAY 3 – Tuesday, July 22, 2014

EXPO Big Breakfast – Cahuilla Ballroom
Sponsored by: Toyota
• Time: 8:00 a.m. – 9:50 a.m.
• Call To Order: Tracy Stanhoff, Chamber President
• Buffet Breakfast
• Thunderbird Award Presentation - Chamber Board

EXPO General Session – Cahuilla Ballroom
• Time: 8:30 a.m. – 10:30 a.m. session total for all panels
• Morning Panel 1 – Positioning Your Business For Sustainable Growth by Working With Primes
  This session will focus on the Prime-Sub relationship – how the Prime selects their partners; sets up teaming relationships and how tribal enterprises and Native businesses can succeed by becoming a sub to these Primes. Both the Federal Government and Corporate America are encouraging diversity in subcontracting; your business can gain valuable experience and revenue by establishing “tier 2” contracting.

  • Moderated by: Monica Heredia, Verizon
    o Shannon K. Conaway, Jacobs Engineering
    o Rebecca Manning, Kiewet Power
    o Leigh Ann Anderson, SC Anderson/Diversified utility
    o Cliff Simental, PSOMAS
    o Agnes Weber, PE, Vali Cooper & Associates, Inc.
    o Cecelia Sullivan, PTI
    o Rick Moore, Swinerton

• Morning Panel 2 – Tribal Enterprise Development – Realities For Identifying the Best Deal for Your Tribe’s Economic Development Success
  Tribes and Tribal enterprises are approached daily with ideas and pitches for business ventures, this session will focus on how to identify the best path for your tribe in the quest for successful economic development and tribal enterprise ownership. We will address the best practices and avoidance of ‘pitfalls’ in identifying the “best deal” for your Tribe.

  • Moderated by: Tracy Stanhoff, Chamber President & Venessa Gleich, AICEF –PTAC Program Manager
    o Gloria Pualani & Vicky Harper Hall, Northrop Grumman
      Overview of a Case study for Tribal Economic – Corporate Relationship From Corporate Partner Perspective Mentor Protégé & other factors
    o Bill Oliver, Agua Caliente Band Of Cahuilla Indians
      Overview of a Case study for Tribal Economic Development From Tribal Perspective
    o Michelle Kantor, Atty At Law, McDonald Hopkins Chicago, Illinois
      Overview of Legal Issues Involved in Joint Ventures & Teaming Arrangements Success

One-on-One Networking Session A - Conference Center Foyer
“Speed Networking with Corporate, Government and Tribal Enterprises” Presented by AICEF-PTAC
One on Ones - A Table to Table - Interactive Exchange -Please Sign Up at Registration
• Time: 10:40 a.m. – 11:40 a.m.
DAY 3 – Tuesday, July 22, 2014 continued

Expo Luncheon – Cahuilla Ballroom
- Time: 11:45 a.m. – 1:20 p.m.
- Call to Order: Tracy Stanhoff, Chamber President
- Invocation
- Lunch Served
- Corporate Keynote: Doug Schneider, Vice President, Gas Engineering and System Integrity, Southern California Gas Company (SoCalGas) and San Diego Gas & Electric (SDG&E).
- Introduction of Commissioner Sandoval by Eric Batongbacal, AT&T
- Keynote: Catherine J.K. Sandoval, Commissioner, California Public Utilities Commission

Concurrent Breakout Sessions - Time: 1:30 p.m. – 3:00 p.m.

Track 1 – Achieving Success in Government Procurement
Presented by: the American Indian Chamber Education Fund PTAC

This session will teach you how to do business with defense logistics agency as a supplier of product. In addition, you will learn important information about teaming and joint venture arrangement and new federal laws. This session will be interactive. If there is anything you wanted to know about the importance of forming a teaming or joint venture arrangement this is the session for you.

Moderated by: Venessa Gleich, AICEF Program Manager
Featuring:
- Donna J Brino-Blackwell, Small Business Specialist, DLA Land and Maritime
  *Doing Business w/ DLA Land and Maritime (Defense Logistics Agency)*
- Michelle Kantor, Atty At Law, McDonald Hopkins Chicago, Illinois
  *Legal Issues Involved in Joint Ventures & Teamng Arrangements Success*

Track 2 – Sustainable Corporate Success – Strategies For Indian Business Growth
Presented by: Chamber Advisory Council
Sponsored by: East Bay Municipal Utility District

This session will provide your tribal enterprise or Native American business with access to Supplier Diversity and Development leaders within some of America’s foremost corporations seeking to do business tribal enterprises and Native American businesses. This session will be interactive. We will focus on the development of strategic relationships for business opportunity within Corporate America and tips for positioning your business for success in this arena.

Moderated by: Beverly Johnson, East Bay Municipal Utility District
Featuring:
- Charmaine Jackson, California Water Association
- Aaron Emi, Toyota
- Jonathan GreyEyes, The Boeing Company
- Caren Bowman, AT&T
- Peter Lee, Wells Fargo
Track 3—Non-Profit Advanced Business Building Blocks
Presented by: Chamber Advisory Council
Studies have shown that Indian Country non-profit organizations have one of the lowest percentages of support from the charitable giving community. In order to address this dilemma and assist our Native Non-profits in obtaining more charitable support, this session will provide tips for proposal development, capacity building and how to propose different types of foundations, corporations and tribes.

Moderated by: Paula Starr, Southern California Indian Center, Inc.
Featuring:
• Qiana Charles, Strategic Engagement, SCE
• Elva Rubalcava, Manager, Corporate Citizenship, The Disneyland® Resort
• Robin L. Hought, Wells Fargo Foundation
• Marisol Inzunza, Charitable Giving Program, San Manuel Band of Mission Indians

TWO OPTIONS For All Attendees from 3:00 – 4:00 p.m.

Option 1 – One-on-One Networking Session B – Conference Center Foyer
“Follow Up to Speed Networking with Corporate, Government and Tribal Enterprises”
One on Ones - A Table to Table - Interactive Exchange -Please Sign Up at Registration
• Time: 3:00 p.m. – 4:00 p.m.

Option 2 – Youth EXPO “Entrepreneurial Competition”
• Time: 3:00 p.m. – 4:00 p.m.
• Location: the Show at Agua Caliente

Beverage Break - On-going during afternoon One on Ones.
Sponsored by: East Bay Municipal Utility District

Session 4 - EXPO Roundtable – Cahuilla Ballroom “Wrap-Up & Planning For The Future”
“Strategies For Building on Chamber’s Past Achievements”
Session Feedback from our Chamber Advisory Council
Sponsored by: Comcast-NBCUniversal
• Time: 4:10 p.m. to 5:00 p.m.
• Ice Cream Social
• Special Attendee Raffle - EXPO ‘14 Adjourns 5:15 p.m.
DAY 3 – Tuesday, July 22, 2014

YOUTH EXPO ‘14
Junior American Indian Chamber of Commerce of California Program
Presented by
Disneyland Resort • The Walt Disney Company
Wells Fargo • Southern California Edison
Glow Electric, Inc.

• Location: The Show @ Agua Caliente Resort & Casino, Rancho Mirage

• Arrival & Registration - 9:30 a.m.

• Youth Sessions - 12-22 Ages

• Moderated By: Arnice Lamb, The Walt Disney Company
  with Cora Gaane, Wells Fargo & Our Academic & Corporate Partners

• Morning Speakers with Interactive Youth Discussion 10:00 – 11:35 a.m.
  • Welcome & Road Map for the Day – Arnice Lamb & Cora Gaane – 15 Minutes
  • Youth Workforce Development Speaker – Don Lionetti, Microsoft – 15 Minutes
    o “Technology Careers & Native Americans at Microsoft”
  • American Indian Entrepreneur Speaker – Kevin Narcomey, Osceola Consulting – 15 Minutes
  • Youth College/Education Focused Speakers– Dwight K. Lomayesva, UCLA– 20 Minutes
  & Victoria Morris, PhD., Chapman University

• Special Junior American Indian Chamber of Commerce of California Session
  With EXPO Luncheon
  • 11:45 a.m. - 1:30 p.m.

• Youth Return To Their Session in The Show at Agua Caliente
  • 1:30 p.m. – 4:00 p.m.
  • Youth Project & Friendly Entrepreneurial Competition
  • Northwest College Video On Entrepreneurial Financial Preparation – 6 Minutes
  • Coaches assigned to Youth teams
  • EXPO Adults Join In at 3:00 pm

Junior American Indian Chamber of Commerce of California Adjourns by 4:30 p.m.