



19th Annual EXPO: July 24 – July 26, 2022

“Reconnect, Rebound, Rebuild and Recover for Next-Level Success”

Presented by Eagle Sponsors

**Southern California Edison • Northrop Grumman Corporation • AT&T • PG&E
Southern California Gas Company • T-Mobile • Wells Fargo Bank**

Raven Sponsors

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California Water Association • Southwest Gas

EXPO Sponsors

**Apple Computer • Southern California Edison • Wells Fargo Bank • Northrop Grumman Corporation
Kaiser Permanente**

Jr. American Indian Chamber Youth EXPO Sponsors

AT&T • Agua Caliente Resort

DAY 1 – SUNDAY, July 24, 2022

Registration & Trade Show Move-In – Conference Center Foyer

Noon – 5:00 pm

Native Entrepreneurial Excellence – Focus on Expert Feedback on Your Marketing Tools & More

Presented by: the American Indian Chamber of Commerce, the American Indian Chamber Education Fund PTAC & Chamber Advisory Council

Time: 3:00 p.m. to 5:00 p.m.

- Call to Order: **Tracy Stanhoff**, Chamber President
- Everyone to participate – Tribes, Tribal Enterprises and Native Businesses please be prepared to meet with perspective buyers and procurement facilitators for expert consulting on fine tuning and receiving pragmatic feedback on your approach to:
 - Pitching – 3 companies will be selected to Sunday evening pitch competition with wonderful prizes
 - Company website
 - Capabilities statement
 - & More

Chamber Consulting Lab – Conference Area Concurrent with Native Entrepreneurial Excellence – Spend Time with Experts on Marketing Tools & More

- AICEF-PTAC Coaching Preparation Area Facilitated by Venessa Gleich, AICEF-PTAC Pitch Assistance & Preparing for Sunday consulting on and Tuesday’s One on Ones presentations with Capability Statements
- Bill and Olivia Walls: Website review and suggestions for enhancement

DAY 1 – SUNDAY, July 24, 2022 continued

EXPO'22 “Reconnect, Rebound, Rebuild and Recover for Next-Level Success” Reception with Buffet Dinner – Cahuilla Ballroom

Presented by: Blair, Church & Flynn Consulting Engineers and California Water Association

Time: 5:30 p.m. to 8:00 p.m.

- Location: Agua Caliente Resort Cahuilla Ballroom or the Showroom at Agua
- Call to Order: **Tracy Stanhoff**, Chamber President
- EXPO Reception Welcome Keynote: **Sandra Hrna**, Vice President, Supply Chain and Operations Support, SoCalGas
- First Ever Sunday Night Pitch Competition
- Great Dinner, Awesome Networking

DAY 2 – MONDAY, July 25, 2022

American Indian Chamber Golf Championships • Indian Canyons Golf Course, North Course

- 6:00 a.m. registration
- 7:00 a.m. Shotgun Start
- Breakfast Burrito Buffet
- Lunch: 11:30 a.m. back at the Agua Caliente Resort
- **Contests & Hole in One Sponsored by the Chamber**

Monday Morning Live! – Zumba Dance, Health Walk & Networking Lounge with Luncheon Buffet

- In the registration area: 8:30 a.m. to 2:00 p.m. Conference Center Foyer
- For those non-golfers led by **TBA**
- 8:30 a.m. to 9:30 a.m. Stretch; 1 Mile Health Walk; Warm Down
- 9:45 a.m. to 10:30 a.m. Shower Break
- 10:30 a.m. to 1:30 p.m. Area for working and networking
- Luncheon Buffet 11:30 a.m. to 1:30 p.m.

Trade Fair Move-in & On-site EXPO Registration – Conference Center Foyer

- Registration: 8:30 a.m. – 5:00 p.m.
- Trade Fair Booth & Indian Business- combo info distribution tables
Check-in: Noon – 2:00 p.m.

DAY 2 – MONDAY, July 25, 2022 continued

Plenary Session 1 – “Annual Tribal Leader Roundtable Summit — Business & Tribes” - Cahuilla Ballroom

A very special roundtable featuring Presentations, Tribal Leader presentations on Infrastructure, business development and more

Presented by: *Southern California Edison*

Overall Time: 1:30 p.m. to 5:15 p.m.

- **Who:** Tribal Leaders, Tribal Enterprises, American Indian/Alaska Native businesses & General Attendees – Everyone!

Facilitated by Chamber President **Tracy Stanhoff with many special guests**

- **Tribal Lands Infrastructure Case Studies/Updates**
 - **Southern California Edison**
1:40 to 2:00 pm Case Study presentation
2:00 pm to 2:15 Tribal Leader Feedback and Q&A presentation by **SCE TBA**
 - **AT&T Broadband**
2:15 to 2:35 pm Case Study presentation
2:35 pm to 2:50 Tribal Leader Feedback and Q&A presentation by AT&T and **tribal leader TBA**
 - **Federal Tribal Lands Broadband Policy Update**
2:50 to 3:00 pm Catherine Sandoval, Chamber representative on Biden Administration Broadband informational webinars
3:00 pm to 3:15 Tribal Leader Feedback and Q&A
 - **Tribal Lands Water Policies Update**
3:15 to 3:25 pm Anecita Agustinez, Tribal Policy Advisor, California Department of Water Resources
3:25 pm to 3:40 Tribal Leader Feedback and Q&A
- **10-minute break**
- **Tribal Leader Panels**
 - **Women in Tribal Leadership Roles**
3:50 to 4:30 pm
Moderated by VaRene Martin, 1st Vice President, NAFOA
Tribal Leaders **TBA**
 - **Tribal Gaming & Development**
4:35 to 5:15pm
Moderated by **TBA**
Tribal Leaders **TBA**

DAY 2 – MONDAY, July 25, 2022 continued

Plenary Session 2 – Native American Veterans Resource Roundtable Session –

presented by our American Indian Chamber Education Fund Procurement Technical Assistance Center

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: 5:30 p.m. – 6:15 p.m.

**Moderated by: Venessa Gleich, Program Manager, AICEF-PTAC
With Special Guests**

ADVISORY COUNCIL MEETING – Advisory Council with their fellow staffers only – Sunset Room

- Time: 5:30 p.m. – 6:30 p.m.

EXPO'22 “Celebrate Life” Dinner Reception – Conference Center Pre-Function Foyer

- Time: 6:30 p.m. – 7:00 p.m.

EXPO'22 Celebrate Life Dinner – Cahuilla Ballroom

- Invocation
- Call to Order: **Tracy Stanhoff**, Chamber President
 - Dinner to Celebrate Life, Culture, American Indian Chamber of Commerce Success
 - Saluting Arnice Lamb
 - Special Guests, Sharing, Fellowship
- **Welcome Keynote TBA**

Raffle –**Olivia Walls**, Chamber Vice President & **Cheri Myron**, Chamber Board Member

Special Meeting – American Indian Biz-to-Biz Meeting Chamber Annual American Indian businesses meeting

- **Time:** Immediately After Dinner

DAY 3 – Tuesday, July 26, 2022

EXPO'22 Big Breakfast – Cahuilla Ballroom

presented by: Wells Fargo Bank

- **Time/Breakfast Served:** 8:00 a.m. – 9:30 a.m.
- Call To Order: **Tracy Stanhoff**, Chamber President
- Big Breakfast Program 8:30 a.m. – 9:30 a.m.
 - Morning Wake Up Activity
- **Keynote Presentation TBA – Wells Fargo**

Transition Break – make your way to a breakout session – 9:30 a.m. to 9:40 a.m.

EXPO'22– Tuesday #BuyIndian Total Procurement Breakout Sessions

- Overall Time: **9:45 a.m. – 11:55 a.m.**

Procurement, Success, Growth Breakout Sessions – Time: 9:45 a.m. – 10:45 a.m.

Breakout Session 1 – Practical/Pragmatic Procurement: The Experts Weigh-In to Assist Your Native Owned Business Panel 1 **STAR A&B**

This roundtable discussion featuring the Chamber's corporate partners sharing hands on experience and insight and answering all those burning questions about doing business with corporations.

- **Moderated by: Olivia Walls**, Chamber Vice President and TBA
- **Featuring Our Great Partners from:**
 - AT&T
 - The Boeing Company
 - Comcast
 - California Water Association
 - Disney
 - East Bay Municipal Water District
 - Frontier Communications
 - MWD
 - NBCUniversal
 - Northrop Grumman
 - PG&E
 - SDG&E
 - Southern California Edison
 - SoCalGas
 - Southwest Gas
 - Wells Fargo

DAY 3 – Tuesday, July 26, 2022 continued

Breakout Session 2 — Federal, State, Local Government Contracting Tips & Techniques Roundtable

Discussion

PALM A&B

presented by our American Indian Chamber Education Fund Procurement Technical Assistance Center

When you meet with Contracting Officers or Buyers what key points should a business know and what are key steps to position your company for that next RFP. Hear from agencies the do's and don'ts when meeting a Contracting officer or buyer.

Moderated by: Venessa Gleich, Program Manager, AICEF-PTAC

- **Featuring Our Great Partners from: TBA**

Refreshment Break – 10:45 a.m. – 10:55 a.m.

Procurement, Success, Growth Breakout Sessions Time: 10:55 a.m. – 11:55 a.m.

Breakout Session 3 — Practical/Pragmatic Procurement: The Experts Weigh-In to Assist Your Native Owned Business Panel 2

STAR A&B

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 - MWD
 - NBCUniversal
 - Northrop Grumman
 - PG&E
 - SDG&E
 - Southern California Edison
 - SoCalGas
 - Southwest Gas
 - Wells Fargo

DAY 3 – Tuesday, July 26, 2022 continued

Breakout Session 4 — Federal, State, Local Government Contracting Success PALM A&B

presented by our American Indian Chamber Education Fund Procurement Technical Assistance Center

Is Past Performance required to work with the Government? How to gain past performance as a new vendor to the government and is there a huge difference between teaming verses a joint venture?

Moderated by: Venessa Gleich, Program Manager, AICEF-PTAC

- **Featuring Our Great Partners from: TBA**

EXPO – Chamber / Jr. American Indian Chamber Luncheon – Cahuilla Ballroom

Presented by Northrop Grumman Corporation

- Time: 11:45 a.m. – 1:20 p.m.
- Call to Order: **Tracy Stanhoff**, Chamber President
- Invocation: **TBA**
- Welcome from the Luncheon Host **TBA**
- Lunch Served
- Keynote Speakers: **Andy Carrasco**, Vice President, Communications, Local Government and Community Affairs, SoCalGas

TABLE TOP TRADE FAIR WITH ONE ON ONE'S & Special Breakout Session 1:30 – 4:00 p.m.

One-on-One Networking Sessions – Conference Center Foyer

“Follow Up to Speed Networking with Corporate, Government and Tribal Enterprises”

One on Ones – A Hybrid In-Person/Virtual - Interactive Exchange -[Please Sign Up at Registration or Pre-EXPO through our AICEF-PTAC office for the One-on-One appointments](#)

Special Breakout Session 1:30 – 3:30 p.m.

Breakout Session 5 — Virutal 1-on-1 Session Room TBD

presented by Kaiser Permanente

- With Kaiser Permanente & **Others TBA**

Beverage Break - On-going during afternoon One on Ones.

Plenary Session 3 – EXPO’22 Roundtable “Presentations from Breakout Sessions & Wrap Up” – Cahuilla Ballroom

- Time: 4:10 p.m. – 5: 00 p.m.
- **Breakout Session Presentations – Outline/” Tip Sheets” for Success**
 - Each session will present their thoughts, ideas, solutions
- Eagle Award Presentations – **Chamber Board**
- Thunderbird Award Presentations – **Chamber Board**
- Ice Cream Social

Special Attendee Raffle - EXPO’22 Adjourns 5:15 p.m.

DAY 3 – Tuesday, July 26, 2022



YOUTH EXPO '22

Junior American Indian Chamber of Commerce of California Program

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

- **Arrival & Registration** - 9:30 a.m.
- **Youth Sessions** - 12-22 Ages

- **Moderated By:** Bridget Neconie and team

- 9:30 a.m. Youth group arrivals at the Show – snacks, continental breakfast
- 10:00 a.m. The Youth have an orientation – their road map for the day
- 10:30 a.m. **A Digital Experience Summit**
- 10:45 a.m. Youth start on their team’s work for the entrepreneurial Solar Suitcase competition and prepare for combined EXPO luncheon with adults
- 11:30 a.m. **EXPO’22 Luncheon**
- 1:30 p.m. Youth return to the Show for the afternoon program – snacks, juices provided
- 1:45 p.m. Youth entrepreneurial competition continues
- 3:15 p.m. Youth Present Projects to Judges
- 4:00 p.m. Team Awards, Ice Cream Sundae Social

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