



23rd Annual Reservation Economic Summit & American Indian Business Trade Fair
March 9th – 12th, 2009 – Las Vegas, NV
Sponsored by Seminole Tribe of Florida, Inc. and Raytheon

“Going Global, Thinking Green, Generating Growth”

FOR IMMEDIATE RELEASE

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PRESS RELEASE

American Indian Business Trading Post Debuts at 23rd Annual Reservation Economic Summit (RES 2009)

Event creates opportunities between Native businesses and tribal entities.

MESA, AZ (February 18, 2009) — The 23rd Annual Reservation Economic Summit & American Indian Business Trade Fair (RES 2009) expects to debut several new conference experiences to better serve attendees, creating more matchmaking, networking and business development opportunities during the four day conference March 9-12, 2009, at the Las Vegas Hilton in Las Vegas, Nevada. RES 2009 is presented by The National Center for American Indian Enterprise Development (NCAIED) and is sponsored by Seminole Tribe of Florida, Inc. and Raytheon.

This year’s conference will debut the American Indian Business Trading Post where efforts are focused exclusively on matching American Indian business buyers and sellers for in-person meetings. The American Indian Trading Post is designed to give tribal governments and tribal business access to quality Native American businesses from across the country. The American Indian Business Trading Post will run concurrently with the RES Procurement Pavilion and will utilize Business Matchmaking proprietary software and matchmaking system that ensures tribes and tribal business will meet the types of Native businesses that best suit their needs.

RES event coordinators are carefully reviewing the recently revealed federal stimulus package, and currently filtering through a number of Native businesses and tribal partners



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to best match product with demand, and projected budget. The goal is to have 50 buyers to represent Native tribes and Native businesses in the American Indian Business Trading Post. These buyers will listen to 15 minute one-on-one briefings from Native businesses selected specifically for their buying organizations. The American Indian Business Trading Post will be held on March 11, 2009 from 8:30 am – 5:00 pm. There is no charge for participating Native buyers and lunch and refreshments will be provided during the American Indian Business Trading Post. For more information, contact George Williams at 770-494-0117, or georgew@uida.org.

“The trading post concept supports our Native to Native (N2N) business model and is a key aspect of our economic development opportunities,” said Margo Gray-Proctor (Osage), President, Horizon Engineering Services Company; and Vice-Chair, NCAIED Board of Directors. “The more frequently we work together, the more often we can sustain our communities, our businesses and our families—and I’m confident those opportunities will be found at RES 2009.”

One such opportunity was certainly found at last year’s event between BNSF Railways and EMR, a Native American woman-owned business. EMR was an existing supplier to BNSF, a steady and reliable provider of environmental and emergency response services for BNSF for over 20 years. BNSF attended RES for the first time in 2008 and was a participant at the matchmaking session, also pre-selecting services prior to the event. Impressed with the Native American companies BNSF was introduced to, they didn’t expect to find one they were already doing business with.



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EMR, Inc. is a woman-owned, Native American-owned 8A company with over 20 years experience with BNSF. Based on this meeting at RES and subsequent follow up, BNSF is now counting EMR in their diversity supplier program and is happy to note that EMR Inc. is their largest minority supplier! The meeting at RES helped EMR Inc. with exposure as they transition into more and different areas of work at BNSF and to continue to expand. As a result of that meeting, EMR was eventually named the winner of BNSF Railways “Diverse-Business Supplier of the Year.”

EMR. Inc. CEO Connie Cook says, “The Reservation Economic Summit (RES) is definitely helping small business get an opportunity to learn about doing business with large corporations. Without these opportunities with BNSF, Tom and I would not be business owners today. Thank you for all you do to support small, minority, and woman owned businesses!”

The conference will also highlight existing and new partnerships that expect to generate a significant amount of buzz and business opportunities. The National Center and the National Indian Gaming Association (NIGA) have teamed up to further the Native to Native Business Initiative (N2N) and support the American Indian Business Network (AIBN). The National Center and the Native American Group will also be signing a Memorandum of Understanding and will focus on supporting each organization.

These new programs were created to increase the awareness of Native products and services to other Native and tribal businesses. The topics and sessions at RES 2009 will focus on conducting business with other Native Businesses in order to increase collective



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Native buying power and increase economic stability within each growing Native community.

RES is the largest and longest running national American Indian business development conference and trade fair in the nation. Attendees include American Indian entrepreneurs, tribal economic and business development decision-makers, tribal business leaders and government and corporate executive buyers seeking American Indian suppliers and contractors. Over 3,000 attendees and more than 350 Trade Fair exhibitors are expected.

Founded in 1969, the National Center for American Indian Enterprise Development is dedicated to developing American Indian economic self-sufficiency through business ownership. It is headquartered in Mesa, Arizona, with offices nationwide. NCAIED is a 501(c)(3) non-profit organization.

For more information about RES 2009 please visit our website at www.ncaied.org, email events@ncaied.org or call 800-462-2433 x243.

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