



Indian Progress in Business Event (INPRO 2009)
Presented by The National Center for American Indian Enterprise Development
Sponsored by Raytheon and Chickasaw Nation
“Celebrating Achievement at the Crossroads of Indian Country”
 Crowne Plaza Hotel Tulsa
 Tulsa, Oklahoma
 September 16 – 18, 2009

AGENDA

Day 1 – Wednesday, September 16

6:00am – 3:00pm INPRO 2009 Fall Classic Golf Tournament
 6:00am – 6:30am Transportation to Tulsa Country Club Golf Course from Hotel
 6:45am – 7:45am Registration & Breakfast
 8:00am Shotgun Start
 1:00pm Awards Luncheon
 3:00pm Transportation to Crowne Plaza Hotel from Golf Course

 Noon - 4pm Artisans Marketplace / Raffle (open to public)
 Noon – 7pm INPRO 2009 Registration
 5:00pm – 7:00pm INPRO 2009 Welcome Reception

Day 2 – Thursday, September 17

7:00am - 7:00pm Registration / Breakfast - **On Your Own**
 8:30am - 9:30am Opening/General Session
 Myskoke Nation Honor Guard, Invocation
Speakers:
Margo Gray-Proctor, Chairwoman, The National Center for American Indian Enterprise Development (NCAIED)
Mayor Kathy Taylor, City of Tulsa, Oklahoma
John D. Harris II, Vice President, Contracts and Supply Chain, Raytheon Company, Inc.

 9:00am - 5:00pm Artisans Marketplace / Raffle (open to public)
 9:30am – 10:30am **Learning Session 1: “What Recession?”**
 “Famous Dave” Anderson, a leading expert in entrepreneurship and peak performance, holds nothing back as he shares his incredible real life story of overcoming tremendous odds, adversity, and failure to go to create one of America’s best loved restaurant companies. With spirit, energy, and enthusiasm... Dave shares how he overcame his personal challenges to become America’s Rib King... he connects directly to the spirit of every heart in attendance. The Famous Dave’s story is inspiring, motivating, and gives hope to all audiences that they too can achieve their wildest dreams!
Featured Keynote Speaker: David W. Anderson, Founder of Famous Dave’s of America

 10:30am - 10:45am Networking Break
 10:45am – 12:30pm **Learning Session 2: “Accessing Contracts and Capital in this Economy”**
 Updates and Roundtable discussion with Officials from SBA and DOI
Speakers: Clara Pratte, National Director, Office of Native American Affairs, Small Business Administration
Phil Viles, Office of Indian Energy and Economic Development, Department of Interior

 12:30pm – 2:00pm Lunch – **Buffet**
 2:00pm - 3:30pm **Learning Session 3: “Native-to-Native (N2N) Business Today”**
 Headlines in today’s business media directly impact markets for Native American goods and services, and Native economies generally. This Roundtable’s speakers will discuss novel ideas for leveraging federal and tribal funds, 8(a) and other tools for accessing federal stimulus opportunities, health insurance reform, and challenges in the wake of the Carciari decision.
Speakers: Margo Gray-Proctor, NCAIED Chairwoman as Moderator
Native 2 Native (N2N) Panel:
Carol Lesse, Osage Business LLC *JD Colbert, Chickasaw Development Corporation*
Lance Morgan, Ho-Chunk *Tex Hall, Inter-Tribal Economic Alliance*
Leslie Lounsbury, SAY Magazine *Quanah Spencer, Williams Kastner*

 3:30 - 3:45pm Networking Break



3:45 - 5:30pm

Learning Session 4: Native American Veterans Business Outreach

NCAIED and SBA host a briefing session for Native American Service Disabled and other Veteran-owned businesses on available programs and services to enhance business success.

Speakers:

*William Elmore, Associate Administrator for Veterans Business Development, Small Business Administration
Clara Pratte, National Director, Office of Native American Affairs, Small Business Administration*

5:30pm

Oklahoma Indian Chamber of Commerce Welcomes Reception

Day 3 – Friday, September 18

7:00am - 7:00pm

Registration

8:00am - 9:00am

Breakfast

9:00am - Noon

Business Opportunity Fair and Matchmaking

Procurement Fair with Corporations, Tribal Enterprises, and Government Agencies available to meet and network one-on-one with Native American Businesses.

Participating Buyers:

- Raytheon
- 22nd Contracting Squadron McConnell AFB
- Boeing
- Department of Veterans Affairs
- FAA Mike Monroney Aeronautical Center Tulsa
- GSA Greater Southwest Region
- Lockheed Martin Aeronautics Company
- Tinker Air Force Base
- U.S. Army Engineer District Tulsa

9:00am - Noon

Updates on 8(a) Application Process and Policy Issues

The Section 8(a) program has helped Native-owned government contracting companies succeed in generating hundreds of millions in revenues, thousands of new jobs, and greater economic development opportunities in Native communities throughout the United States. The successful Native 8(a) program is under attack again in Congress, and this special two-part session on the Native 8(a) program -- co-hosted by the National Center, National Congress of American Indians (NCAI) and the Native American Contractors Association (NACA) -- will include update reports and discussions on 1) ways to improve and streamline the 8(a) application process for enterprises owned by tribes, ANCs or individuals, and 2) on public policy developments designed to address challenges and improvements to the special 8(a) provisions that apply to tribes and ANCs. At this special two-part 8(a) session, tribal leaders and Native business leaders will have ample opportunity to present their comments on the 8(a) application process and the program's implementation, and offer suggestions or recommendations for future consideration by SBA and the Congress.

Part 1: Tribal and ANC 8(a) Application Process

Moderator: Clara Pratte, SBA National Director, Office of Native American Affairs

Panel: LeAnn Delaney, SBA Deputy Associate Administrator for Business Development

John Klein, SBA Office of General Counsel

Short break

Part 2: 8(a) Policy Update

Moderator: Katharine R. Boyce, Partner, Patton Boggs LLP, Native American Affairs

Panel: Sarah Lukin, Executive Director, Native American Contractors Association

Clara Pratte, SBA National Director, Native American Affairs

John Klein, SBA Associate General Counsel

9:00am – 7:00pm

Artisans Marketplace / Raffle (public)

10:15am - 10:30am

Networking Break

Noon - 1pm

Lite Lunch

Noon - 3:00pm

NCAIED Resource Council + Board Meeting

SESSION OPTIONS:

1:00pm - 4:00pm

Learning Session 5a: Positioning Your Business to Succeed

Despite good ideas and hard work, most businesses do not grow beyond the startup phase. When they plateau or fall, it's usually for the same, highly predictable reasons. In this session, we discuss the pitfalls to avoid and highlight how to put your business on a path towards success and prosperity.

Speaker: Len Greenhalgh, PhD, Professor of Management

Director, Programs for Minority- and Women-Owned Businesses

Director, Native American Business Programs, Tuck School of Business at Dartmouth



Updated 9/08/2009



Raytheon

1:00pm - 4:00pm

Learning Session 5b: The Ingredients to Success in Business and Life

There are two ingredients in business, and in life for that matter, that will determine what kind of results you get. One ingredient is taught, trained and invested in so it improves. That ingredient is how you EXECUTE your job responsibilities. The second ingredient is rarely taught and we as employers hope the employee has it. This second ingredient is what will differentiate your business from the next. Find out what the second ingredient is, and how to use it to jump start your career and your business.

Speaker: James W. Anderson, Vice President of Training, LifeSkills Center for Business Leadership

1:30pm - 1:45pm

Networking Break

5:30pm – 7:00pm

INPRO Awards Banquet Reception / Entertainment
Raffle winners announced

7:00pm – 10:00pm

INPRO Awards Banquet / Entertainment