

Trading at the River 2004



A Gathering of Native American Businesses & Tribal Enterprises

October 27-28, 2004

Embassy Suites Airport Portland, OR

Modeled after traditional gatherings, our annual conference, Trading at the River, brings together old ways and new opportunities.

Join us October 27-28th at TRADING AT THE RIVER 2004 in Portland, OR. Co-hosted by ONABEN and ATNI-EDC, this conference will give you the opportunity to examine successful, innovative business strategies practiced in Indian Country, both tribally and by individual Native business owners.

WHO SHOULD ATTEND

- ◇ Native Business Owners
- ◇ Government Contracting Representatives
- ◇ Corporate Diversity Suppliers
- ◇ Tribal Council Members & Elected Officials
- ◇ Purchasing Officers
- ◇ Tribal Economic Development Departments
- ◇ Business Planners
- ◇ Tribal Enterprises
- ◇ Tribal Small Business Center Managers
- ◇ Tribal Policy Makers
- ◇ Business Services Experts (lawyers, accountants, bonding agents)

Join us on the evening of October 27, 2004 for our Evening Reception, Art Show and Storytelling at the Embassy Suites Airport, Portland, OR

For registration information call ONABEN at (503) 968-1500 or visit their web site at www.onaben.org

Day 1

South Fork - New Governance Policies for Enterprise Development

- Creating Business Friendly Environments through Policies and Codes
- Wealth Creation and Distribution: What to Do with the Profits - Indian Style

Middle Fork - Enterprising Tribal Models

- Model Tourism Programs
- Creative Combinations for Housing Enterprises
 - Indigenous Community Enterprises
- Communications Technology

North Fork- Skills for Tribal Enterprise Warriors

- Marketing Your Enterprise
- Finding Capital in all the Right Places
- The 8-A Experience from the Tribal Perspective

Day 2

South Fork: Skills for Business Warriors

- Working the Room: How to Network Without Getting Caught
- Bringing People on Board: When and How to Hire Employees
- Keeping It In the Family: How to Have a Family Run Business and Survive
- Selling Goods and Services: Walking Into Tricky Territory

Middle Fork: Artists and Artisans

- Taking it on the Road: Native Artistry Goes International
- Dancing in Business: Building a Professional Artist Practice
- Keepers of the Fire: Strengthening Community Through Art

North Fork: Hunting for Opportunities

- Doing Business with Larger Companies
- Beyond the Bank: Financing Your Business Without Debt
- Vending to Casinos: Playing with the Players

Roundtables

- Lenders & Loans
- Taxes & Financials
- Native Chambers
- Internet & E-commerce
- NW Arts Groups
- Youth Entrepreneurship
- Natural Resources
- Certification