



ATNI-EDC UPDATE

January, 2023

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The Confederated Tribes of the Umatilla Reservation

Staff

Executive Director

Stacey McQuade-Eger, J.D.

stacey@atniedc.com

Loan Officer

Guy Belfiore

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Business Dev Specialist

Casey Pearlman

casey@atniedc.com

Consultant

Mark Bowman

mark@atniedc.com

Intern

Nyssa Schulz-Rodriguez

A Message from the Executive Director



It is with great excitement, humility and honor that I come before you in this, my first letter as Executive Director for ATNI-EDC. In my first month and a half serving in this role, I have been immersing myself in both the immediate operational needs as well as working with staff to plan and prepare strategically for 2023 and the next couple of years to come.

In thinking of strategic planning and preparation, it's important to know the present state, where one has been and where one is going. The same is also true when thinking about planning for an organization. Many of you already know and I think it bears repeating; celebrating successes along with finding opportunity in setbacks are also important to continued growth.

Looking back to our inception in 1996, the tribal leaders of ATNI set out to create an organization for our region to support sustainable economic development for our communities and our people. It's from this well-spring of wisdom, foresight, and entrepreneurial spirit along with the strength of our ongoing cultures, traditional lifeways, and knowledge of our unique histories that ATNI-EDC was formed. When I think about economic development and the lessons I have learned, my footing stems from a belief that creating tribal economic development opportunities founded upon continuity of our tribal governing leadership, a clear separation of business and politics, a well thought out set of objectives and strategies, and inter-tribal coordination, collaboration, and in some instances co-creation, lends significantly to our tribal communities leveraging power and the promotion of a high possibility of independent, long-term success.

2023 is going to be a year of growth toward increased offerings that support tribes' and their members in their entrepreneurial endeavors; building internal staffing capacity to amplify our current support efforts; and pursuing and securing additional funding sources that bolster our mission as an organization of service.

Our present staff is extremely committed and each bring high degrees of knowledge, experience and expertise. Each possesses a heart of service and an aspiration to ensure the best approach is presented and support is available for meeting each of our tribal community's needs. At this time the staff consists of Casey Pearlman, Business Development Specialist; Guy Belfiore, Loan Officer; Nyssa Schulz-Rodriguez, Intern; Mark Bowman, Finance Consultant; and Natalie Charlie, Economic Development Consultant. It has been a true joy getting to spend time with the team getting to know each one individually and as a working group. They are impressive and I am looking forward to our time together in the coming year.

Stacey's letter continues on the following page.

Stay connected! Follow us at facebook.com/atniedc and check out our website atniedc.com for updates, partner events, job postings, and other resources.

Stacey's Letter Continued

I am entering into the organization as it is already deep into the process of creating new programs and products that both serve our mission and expand our footprint. Some of this last year's accomplishments include the Northwest Native Economic Summit and Northwest Native Fashion Show, along with supporting the Northwest Native Lending Network and its summit and reception hosted here in Portland last spring, as well as setting up the State Small Business Credit Initiative and getting the team out on the road to start building our partnership network. It's a thrilling time for staff and an exciting opportunity to join our efforts. We look forward to celebrating with you all!

In keeping with the growth earlier mentioned, we are seeking to fill the following two vacancies: Director of Financial Services; and Office Manager. Both positions are posted on the front page of our website and shared here on the back page of this newsletter.

Lem Lmts (Thank you!)

Stacey

2022 Northwest Native Economic Summit

Thank you!



NCFS
NIXYAAWII COMMUNITY
FINANCIAL SERVICES



The summit and the inaugural Northwest Native Fashion Show would not have been possible without the support of our amazing sponsors, co-host Nixyaawii Community Financial Services, partners, participants, and the passionate builders of Native economic sovereignty across the region who gathered at the Wildhorse Resort & Casino. We give gratitude and look forward to our next opportunity to meet. Stay tuned for more details about upcoming events!



A Letter From the Interim Executive Director



O’nugwito! First, I’d like to introduce ATNI-EDC’s new Executive Director, Ms. Stacey McQuade-Eger. Stacey took over as the Executive Director on December 15, 2022 and we are happy to welcome her to the organization. Welcome aboard, Stacey!

As this is my last “Interim Director” letter, I can’t help but reflect on the progress and transitions the team made in 2022.

Progress consisted of completing the Fish Market Study, the culmination of the Vibrant Tribal Economy webinar series, and SSBCI application submittals. The SSBCI project will deploy over \$22 million dollars of SSBCI Funds, matched by another \$22 million from strategic financial partners, into NW Tribal economies. Our dedicated SSBCI team hit the road and visited NW Tribes participating in the ATNI-EDC SSBCI cooperative to strengthen relationships for this project. We planned and held an in-person successful Economic Summit October 26-28, 2022, highlighting our Native businesses, organizations and tribal leaders as panelists or speakers. The Summit Fashion Show was a huge success. Well done, planning team! ATNI-EDC also coordinated the economic development portion of ATNI convenings and assisted to coordinate Oregon Tribal Cluster economic meetings.

We were excited to have worked on the ATNI-EDC strategic plan update, and Stacey is in a good position to help drive its completion, including a Time Ball of ATNI-EDC’s history.

Transition: When Amber Schulz-Oliver resigned effective August 31, 2022, the Board entrusted me with the interim Executive Director duties. I focused on the “big rocks,” which included a fast track (and thorough) process for hiring a new Executive Director by the New Year, retaining an auditing firm, starting the audit, assisting with economic summit, developing the agenda and speakers/panel for the ATNI Annual Convention, and writing several grant reports. My 4 months as “Interim Executive Director” were very busy. Now I can step back in my role and resume assisting ATNI-EDC on the economic arena.

2023 Planning: ATNI-EDC staff will hold a planning session soon to ensure we continue to serve as a catalyst and resource for our NW Tribes, Native businesses and Tribal economies. Staffing needs should be re-assessed, internal systems improved and communications systems strengthened as we prepare to grow exponentially with upcoming projects such as SSBCI.

My hands are up to the ATNI-EDC staff. You helped me keep ATNI-EDC going during the transition and through some very important convenings and projects. I appreciate you so much. And Stacey, we look forward to your vision and leadership. To all at ATNI-EDC as we step into 2023... buckle up!

Siokwil!

Natalie Charley

ATNI-EDC Interim Executive Director

Need a Notary or a Meeting Room in Portland?

If you are in the Portland area and need a document notarized or a space to host a meeting, we are pleased to offer this complementary service to ATNI Tribes and Tribal Citizens. Schedule a time by emailing **info@atniedc.com** with the details of your request.

Our office is located at: **9836 E Burnside Street Portland, OR 97216**

In The Spotlight: Debra Byrd

Meet Debra Byrd, Member of the Yakama Nation and creator of the Tu'paxin medicine forest. Debra inherited the name Tu'paxin from her great-grandmother, who was a protective figure for the Yakama Nation, renowned for her knowledge of plants. The Tu'paxin Forest is a teaching space where Debra cultivates plants used for different medicines and invites community members to gather and share in the harvest. We were lucky enough to catch her in between tending her forest and managing the Yakama Nation Wak'ishwi Program, formerly known as the Diabetes Prevention Program.

Tu'paxin Forest is home to aspen, choke cherries, willows, wild rose, currents, berries such as elderberry and more. In the warmer months, chickens and ducks will pick through, but the day we visited there was a blanket of snow. The plants make the shape of a medicine wheel and we tucked into the center to catch up with Debra.

Debra will be the first to tell you that creating a forest is not done alone. In addition to the support from the Yakama community, she worked with Ethan Bryson, a forest maker from SUGi to develop the project. The non-profit SUGi provides an international community fundraising platform and connected Debra with Ethan as well as provided the heavy equipment needed to prepare the land. Tu'paxin was the first forest in the US to be funded by SUGi. ATNI Financial Services has provided financing that supports the maintenance of the forest and a recent acquisition of a tiny home that will soon transform into a learning space.



Under construction—coming soon as Debra embarks on adding a composting bathroom and solar power to create a learning space.



“When I first thought of it, I always wanted a teaching space,” she says while showing us around. Her goal is to encourage more people to bring back native plants to their areas and to provide a safe environment to teach people how to gather these traditional medicines. Now in its third year, Debra expects some gatherers to be able to come partake at Tu'paxin.

Debra first started one year prior to the Covid-19 pandemic taking hold. When asked about how that impacted her plans, she says that the forest gave her something to do. It started with rehabbing the land which entailed digging up three feet of soil and mixing it with native nutrients, blessing the area and planting. Her focus on integrating native plants back into their native soils and teaching along the way has also resulted in her helping to develop a heritage trail that the Washington Department of Transportation is planning in the area. Debra is creating educational signs that identify native species. You rock, Deb!

Learn more about Tu'paxin Forest at <https://www.sugiproject.com/projects/tu-paxin>.

State Small Business Credit Initiative Update: On The Road with the ATNI-EDC SSBCI Team

The Affiliated Tribes of Northwest Indians Economic Development Corporation's regional State Small Business Credit Initiative (SSBCI) strategy is the largest voluntary consortium of Tribes within the program. With 25 Tribes and a cumulative \$22 M in funding, the program has garnered attention and broad support for its unique and novel structure.

Over the next 10 years, ATNI-EDC will manage these funds on behalf of these partnered Tribes. The team has continued their tour to meet with the leaders in each of these communities as we wait for the joint application to complete its journey through the halls of the Treasury.

In early November, Business Development Specialist Casey Pearlman headed out to visit our southernmost Tribal partners. One community borders with Mexico and is home to the Colorado River. The river is reminiscent of the River People to the north and is a nice commonality, among many.



A view downriver in Yuma, Arizona.

This program opens up more catalyzing opportunities for the 57 Affiliated Tribes of Northwest Indians. We are growing our team and developing impactful offerings that serve Tribes, Native Entrepreneurs, and Native Community Development Financial Institutions. We have multiple funding programs currently open and opportunities to share the benefits of the NW Regional SSBCI Consortium. Find more on our loan program on the back page of this newsletter.

This January, Casey and SSBCI expert Mark Bowman visited Eastern Washington and Idaho. With snow on the ground and winter in the air, we made our way



Palouse Falls, named Aput Aput by the Palouse Indians, meaning "Falling Water".

to visit esteemed Tribal Council Members, economic development and planning teams, as well as partners. On all the SSBCI road trips, we enjoy lodging in Tribally held properties and sampling everyone's frybread; another commonality you can't help but love.

The benefits of Tribes working together and lifting up their small business community present an incredible opportunity to build Native sovereignty. We thank our hosts and look forward to building this partnership with you.

These funds will support Tribal Enterprises and Native-owned businesses via a loan product and a loan guarantee. Other programming and technical support is in development.

Lenders looking to build economic prosperity in Indian Country, email casey@atniedc.com to learn how you can participate.

Want to learn more? Check out our SSBCI webpage at <https://atniedc.com/rlf/ssbci/>

Join Our Growing Team!

Interested in supporting economic development in the ATNI region? Join our team.

We offer a competitive salary and benefits package that includes 13 holidays, 20 days PTO, 100% employer paid medical for employee, and a 401(k).

Now seeking: Financial Services Director & Office Manager

Visit atniedc.com/jobs for more information about open positions as they become available and how to apply!

CAPITAL CORNER

ATNI-EDC's Revolving Loan Fund

Who is eligible?

Two factors impact eligibility: geographic location and applicant status.

The area served by the ATNI Loan Program is the geographic area of the ATNI-member Tribes: generally the States of Washington, Oregon, Idaho and parts of Montana, California, Nevada, and Alaska

Applications may be submitted by:

- The authorized representatives of any Tribe that is a member of ATNI; Enterprises owned by the Tribes
- Businesses owned by Native Americans who are members of ATNI Member Tribes wishing to establish a new operation or expand an existing operation
- Businesses that directly benefit an ATNI-Member Tribe or Tribal enterprise
- Businesses owned and operated by ATNI-Tribal Members will be given first priority in the loan approval process.

ATNI-EDC's Agriculture Loans

Who is eligible?

Native-owned agricultural businesses. Agriculture is broadly defined as:

- **Farming**
- **Ranching**
- **Fisheries**
- **Timber industries**



What We Fund:

- Equipment
- Working Capital
- Expansion Projects



Loan amounts range from \$5,000-\$125,000+. Rates determined by level of collateralization. Inquire at loans@atniedc.com to learn more.

Fill out an inquiry form online at <https://atniedc.com/rlf/loans/>



Scan the QR code or go to the website above to get started with a brief questionnaire.

Contact ATNI-EDC's Loan Officer Guy Belfiore for assistance:
loans@atniedc.com or call (503) 206-6162.



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Economic Development Corporation
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The mission of ATNI-EDC is to support ATNI Member Tribes and Tribal Citizens to achieve economic prosperity.

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