



2019 Wisconsin Tribal Transportation Conference

2019 Wisconsin Tribal Transportation Conference

Summary Report

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Radisson Hotel & Conference Center
Green Bay, WI

October 29-30, 2019



2019 Wisconsin Tribal Transportation Conference

Table of Contents -

Summary.....	2
2019 Conference Highlights.....	3
2019 Attendees	3
2019 Tribal Excellence Awards.....	4
2019 Conference Post Survey.....	5
2019 Presentations.....	18
Next Steps	18

Attachments:

Agenda

Program

Survey Responses

Session Evaluations

2019 WTTC AICCW-FACC Business-Economic Development Final Report



2019 Wisconsin Tribal Transportation Conference

Summary -

The 2019 Wisconsin Tribal Transportation Conference (WTTTC) was held on Tuesday, October 29 through Wednesday, October 30, 2019, at the Radisson Hotel & Conference Center in Green Bay, WI.

The Oneida Nation hosted the event, and greatly contributed to the success of this year's Conference.

The Wisconsin Department of Transportation (WisDOT) and the Inter-Tribal Task Force (ITTF) worked together to plan and facilitate the Conference. Planning for the 2019 Conference began in January 2019.

WisDOT staff and ITTF Members worked together to craft the agenda, invite and confirm presenters, and volunteered their time and talent at the Conference. Members of the Conference planning team included:

Sandy Stankevich, State Tribal Affairs Program Manager
Todd Mulvey, Forest County Potawatomi Community
Delores Staples, ITTF Chairwoman, St. Croix Chippewa
Nicole Flaming, WisDOT Tribal Liaison
Jennifer Robertson, WisDOT BOTS
Gary Mejchar, AICCW
Crystal Chapman-Chevalier, Menominee Tribe
Matt Kunstman, OES
Tana Aguirre, Oneida Nation
Brent Pickard, Technical Services Chief, WisDOT
Collin Price, B Team Strategy

Agnes Fleming, ITTF Coordinator
David Jordan, Oneida Nation
Ward Staples, St. Croix Chippewa
Matt Halada, WisDOT Tribal Liaison
Nathan Gordon, Red Cliff Tribe
Kevin Chesnik, Chesnik Transportation Group
Jeff Benton, Red Cliff Tribe
Dave O'Donahue, BIA
Stacie Cutbank, THPO
Cylless Peterson, TLAC
Kim Swisher, Kim Swisher Communications

2019 Conference Highlights -

- 190 Attendees - with representatives from the 11 Tribes of Wisconsin.
- 25 technical sessions covering topics relating to Safety, Cultural and Environmental, Business and Economic Development and General Transportation.
- 12 Business Exhibitors and 3 Native Arts & Crafts Vendors.
- Tour of Lambeau Field hosted by the Oneida Nation.
- Tribal Excellence Awards Dinner and Presentations.
- Business Speed Networking Event.
- Tribal Enterprise and Economic Development Resources Networking Event.



2019 Wisconsin Tribal Transportation Conference

2019 Conference Highlights (continued) -

- Business Networking Luncheon with Keynote Speaker Jeff Bowman, President and CEO of Bay Bank.
- Opening Ceremony and Welcoming Remarks by Tehassi Hill, Chair of the Oneida Nation.
- Keynote Address by Lt. Governor Mandela Barnes.

Promotion of the Conference was done by the planning committee, and included:

- E-blasts to past attendees, ITTF Members, Tribal Leaders, State Legislators, and Disadvantage Business Enterprises (DBEs). Seven e-blasts were sent, with an average open rate of 27%. Standard open rates for the industry is 25% to 30%.
- Flyers were crafted, sent to ITTF Members, Tribal Leaders, Tribal news outlets, and used in the e-blasts, on social media and on the website.
- The ITTF website (<https://wisdottribaltaskforce.org/>) was regularly updated and provided online registration. Promotions of the Conference began on June 4 and continued through October 30, 2019. The website received 3,037 page views.
- The ITTF Facebook (<https://www.facebook.com/WISDOTITTF/>) page promoted the event and reached 8,588 people. There were 75 clicks to the registration page on the website.



2019 Attendees -

There were 190 attendees to the 2019 Conference.

- 33% (62) of attendees were Tribal affiliated.
- 29% (55) of attendees were WisDOT affiliated.
- Seven participants were from County governments (Jackson, LaCrosse, Marathon and Outagamie).
- 12 participants from state and federal government organizations (other than WisDOT).
- 25% (47) of attendees were business representatives.



2019 Wisconsin Tribal Transportation Conference

2019 Tribal Excellence Awards -

The following individuals were honored at the 2019 Tribal Excellence Awards:



Achievement

Randy Soulier, Lac du Flambeau Business Development Corporation

Paul DeMain, News From Indian Country

Alan Johnson, Lac Courte Oreilles Development Corporation

Jon Schrader, Transportation Planner, Ho-Chunk Nation, BIA Roads Department

Commitment

Todd Mulvey, PE, Forest County Potawatomi Community

Performance/Service

Kelly Jackson, Former Statewide Tribal Liaison

Samantha Skenandore, Attorney of Council

Quality

Lori Hansen, Oneida Community Development

Posthumously

Chad Waukechon, Menominee Indian Tribe

TLAC Top Laborer

Clayton Winneshiek

TLAC Top Contractor

Dan Eckstrom, The Walbec Group

TLAC Outstanding Member

Nathan Gordon, Vice-Chairman, Red Cliff Tribe

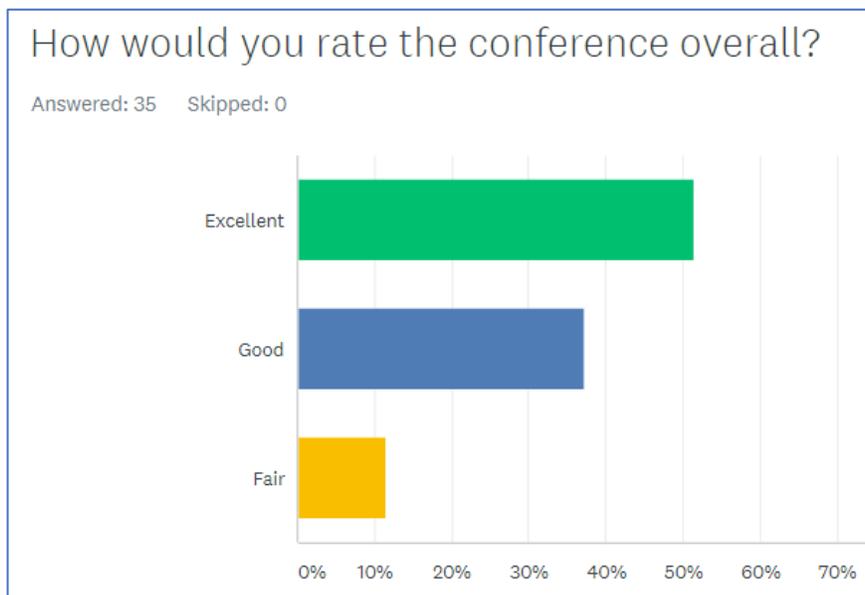
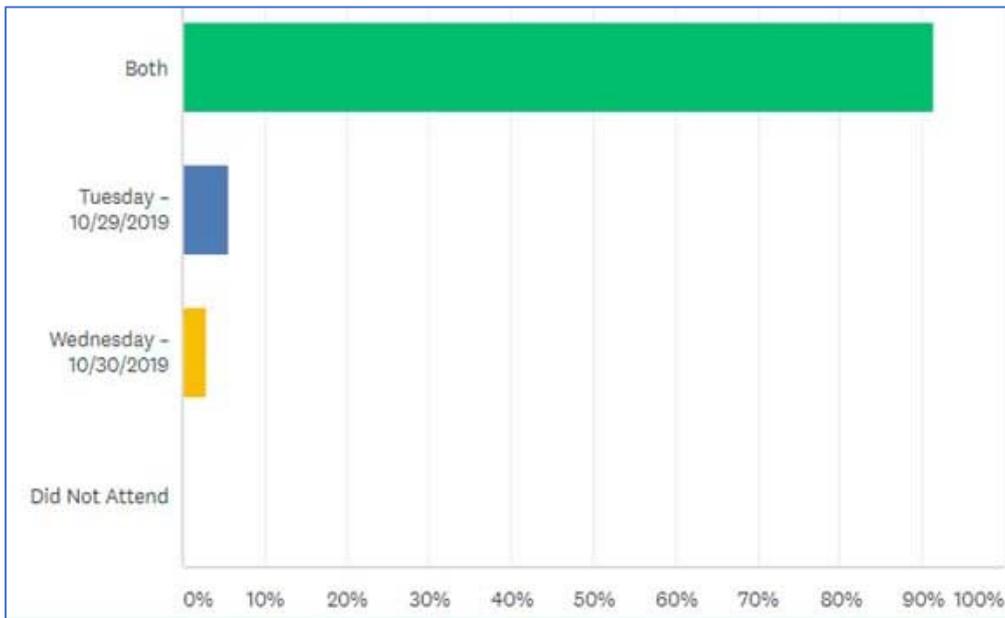


2019 Wisconsin Tribal Transportation Conference

2019 Conference Post Survey -

A Post Conference Survey was sent to all attendees, presenters and planning committee participants. The Survey was online for two weeks, and a reminder was sent to everyone. There was a total of 35 responses. The following represents the responses received, and the full survey may be found with the attachments at the end of this report.

The Conference was held for two days, and the majority of attendees who responded to the Post Survey responded that they participated both days.

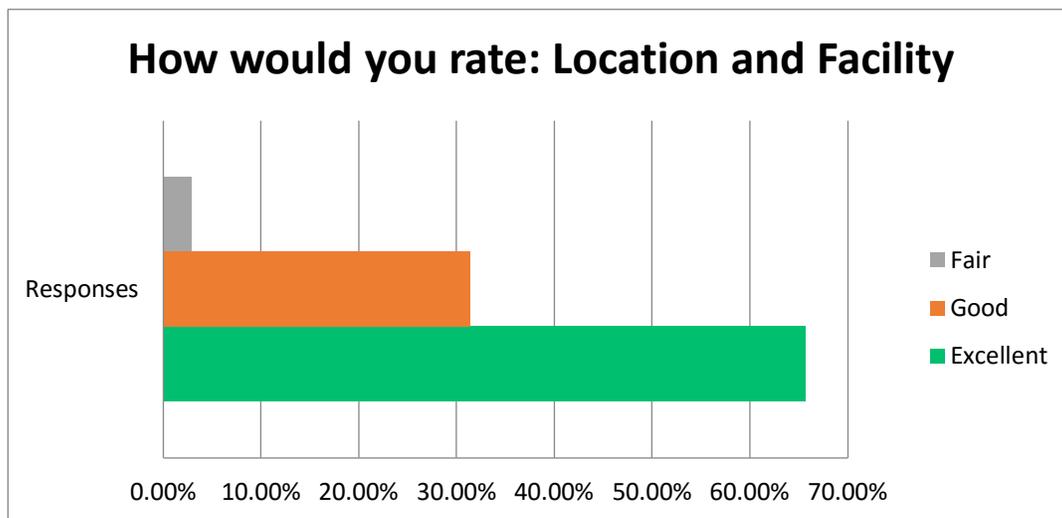




2019 Conference Post Survey (continued) -

Feedback:

- Good mix of topics, good opportunity to interact with everyone.
- Very good breakout sessions.
- Some of the breakout sessions seemed to be disorganized. People were late to sessions and some presentations seemed like they were poorly prepared for. I would like to see this become a little more organized.
- Enjoyed the multiple options for breakout sessions.
- Because of the date of the event does not allow for the businesses to attend.
- Everything was great, and not too boring. It seems to get better every year!
- Would like to see more about technical assistance.
- Great networking opportunities
- A little disorganized regarding the vendor area, and some of the sessions, but overall a really good event.
- Well organized.
- Very well organized.
- Are two days needed or could the conference be paired down to one day?



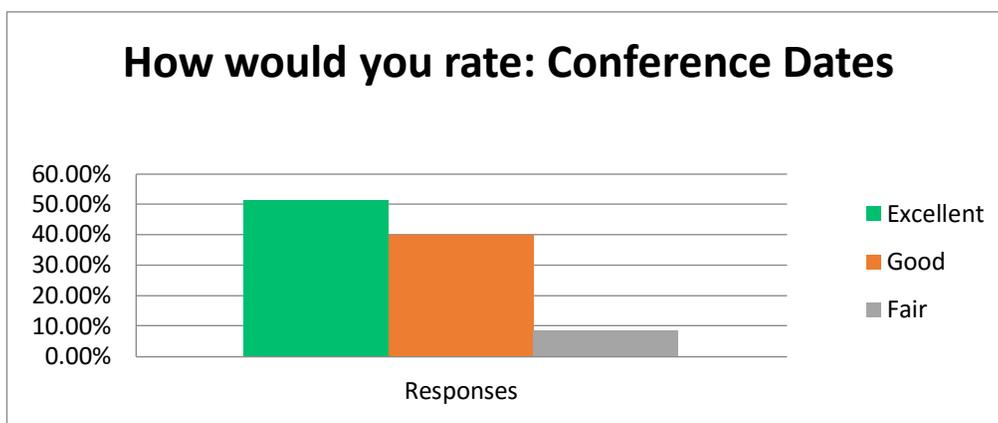
Feedback:

- The hotel was going through a remodel and so of the attendees couldn't check in right away. Also, in the past coffee was provided in each listening session and this one only had water. They ran out of food during the last days luncheon and the service staff were visibly irritating and rude to some of the attendees for sitting on tables that were labeled as reserved, but there were no other open spots on any of the service tables. It would be nice to change the location of the next year's conference to see what other tribes are doing. I love reservation tours and am always curious about how other tribes utilize their safety plans on their reservation.
- Some of the rooms where pretty cold, needed light jacket to stay warm.
- The location was fine. I think that last year's event at Potawatomi may have been a better venue.



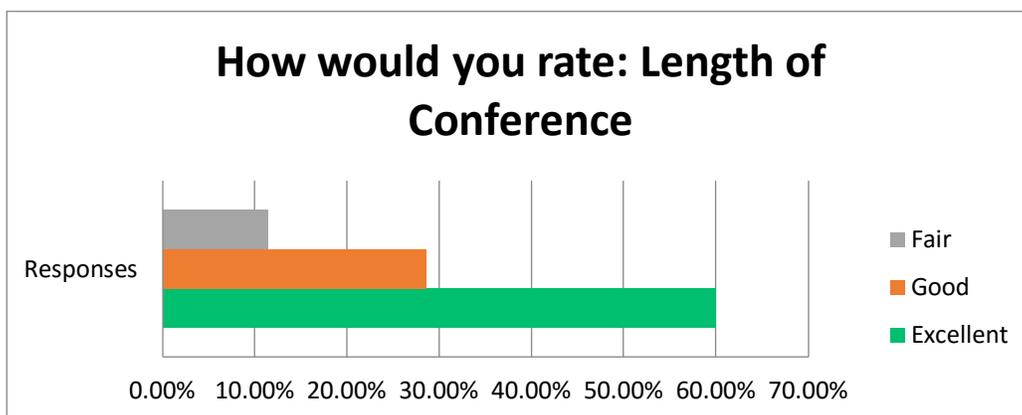
2019 Conference Post Survey (continued) -

- Good Central location. I am from NC WI and it took 1.5 hours to drive there and facility is top notch!
- Oneida is a great venue for conferences.
- Need more vegetarian food options & more organization in food service. Conference area was very cold. Great hotel rooms!
- There was a terrible smell in the hallways. Otherwise, the venue was large enough to accommodate the attending group.
- The rooms used for meeting and dining were cold - perhaps the temperature could be adjusted.



Feedback:

- Perhaps early December; although travel could be an impact.
- Because of the date of the event does not allow for the businesses to attend
- It was good timing, before Halloween and before political voting.
- October is still construction season so contractor/NADBE attendance is impacted - also conflict with scheduled Tribal-State Consultations.
- It would be nice if this could be in the off season for road work.

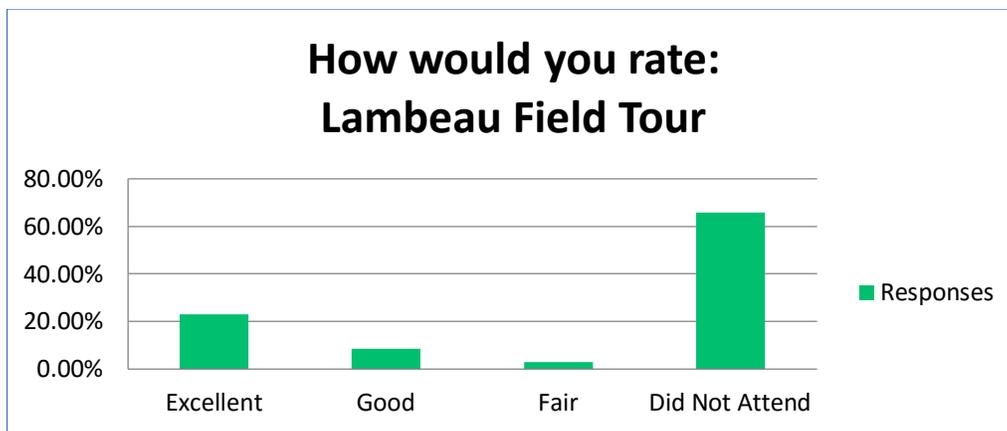




2019 Conference Post Survey (continued) -

Feedback:

- It seemed like the beginning of the first day was unnecessary with the exception of the tour the conference really does not start until that afternoon and on the second day people are filtering out by early that afternoon.
- Two full days would probably be better.
- It seemed very good, some years back I remember by the time you went back to work that week, you were drained!
- Two days can be a lot. Networking one day and technical sessions the other may be beneficial to some.
- Could be 1 full day.

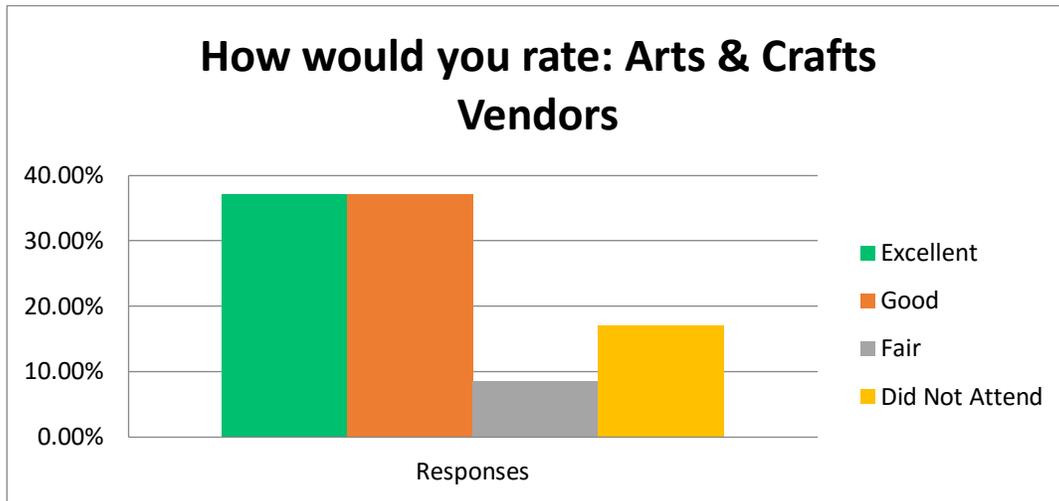


Feedback:

- I did see a conflict of attendance to the program.
- A nice feature to offer, but unsure how it related to WTTC. Yes, Oneida has a partnership with the Packers, but was this good use of taxpayer money?
- Nice to see some of the DOT projects in GB on the way to and from the tour.
- Thanks for the opportunity but I did not sign up as have been lucky enough to attend a game at Lambeau.

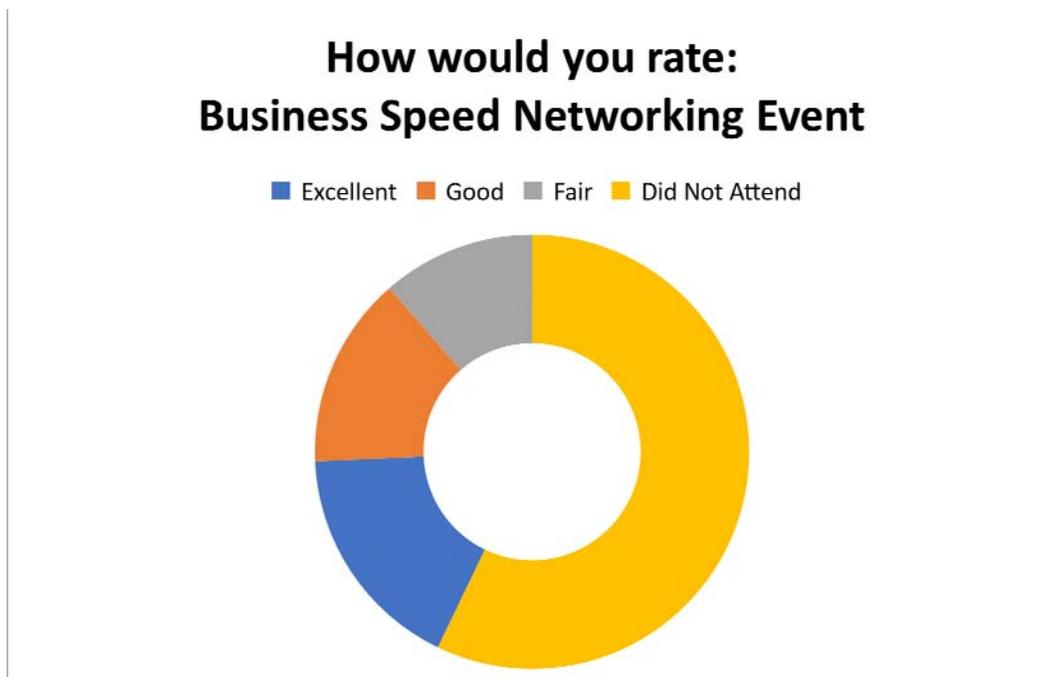


2019 Conference Post Survey (continued) -



Feedback:

- Didn't purchase anything this year, but I usually do. Very good vendors though, maybe get a few more next year!
- It would be nice to just have one room with the arts and crafts vendors along with the business vendors - plus have more arts and crafts vendors.
- Would like more variety other than just jewelry. Was looking for the person who sold lotions in the past.
- Need more art and craft vendors.

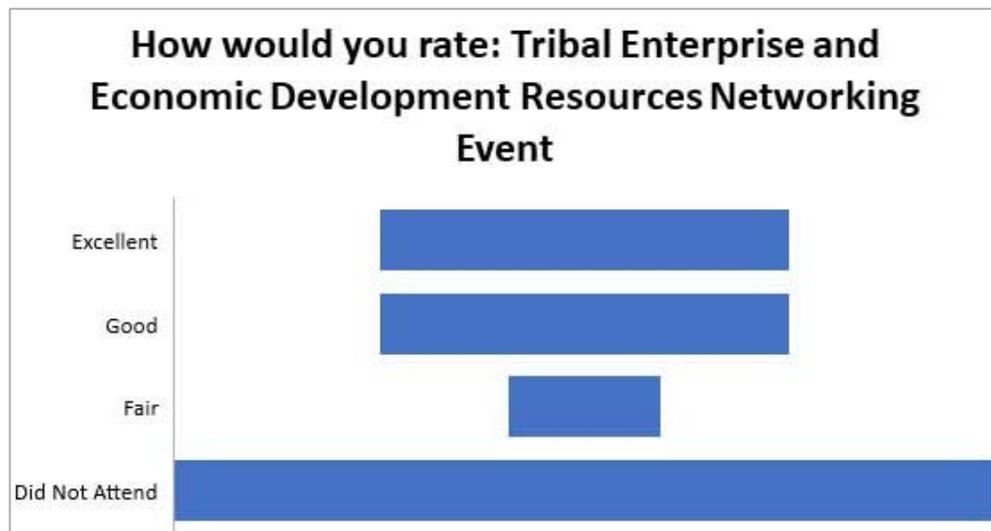




2019 Conference Post Survey (continued) -

Feedback:

- There was not a lot of participation in this part of the event.
- The timeframe scheduled for this portion of the conference over-lapped with the Lambeau Tour thus no one really attended. In addition, when individuals/businesses did return there were no clear directions given.
- It was good, wish my TrANS graduates would of come then it would of been better. The two that were planning on coming, had a family member of both them pass.
- I do not believe most DBE's knew the Networking companies were in the room. I think the tour overlapped, and persons missed it. Networking was poor this year.

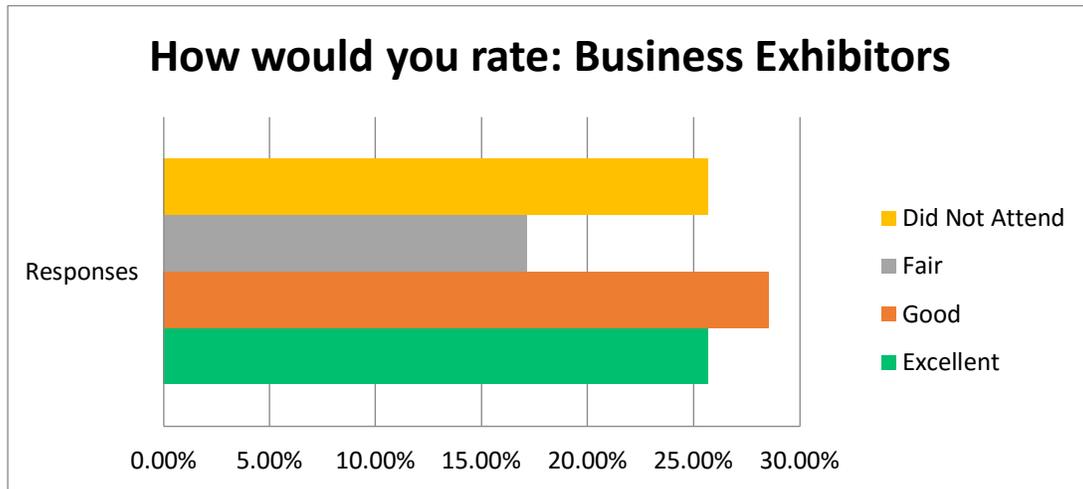


Feedback:

- Good for the Tribes but not for the businesses because they were not there.
- I think there are a lot of great Tribal programs that can really help out my TrANS students while in the class and after to get employment.
- RPCs played a role in this, happy to come back next year.

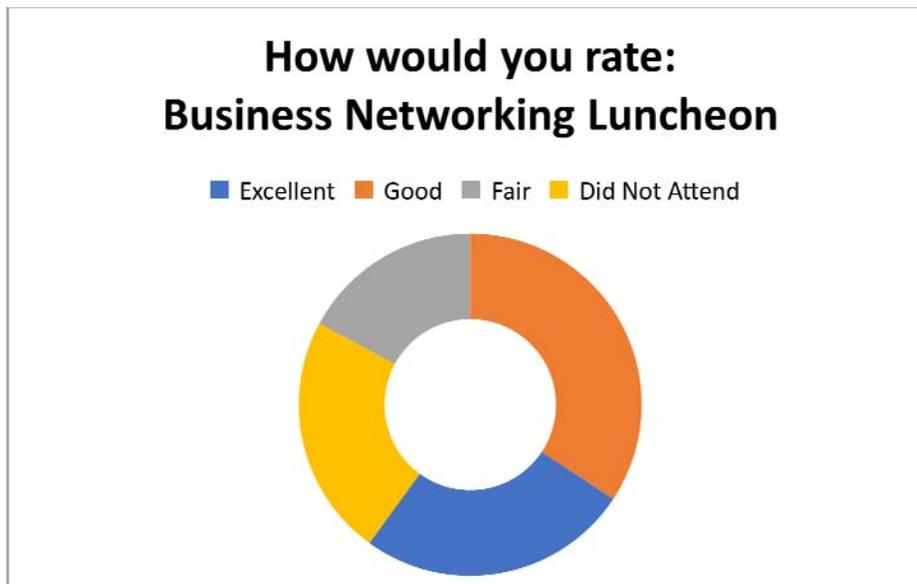


2019 Conference Post Survey (continued) -



Feedback:

- There were enough vendor tables, but the tables were unmanned during the breaks and networking every time I went into the room where they were all set up, so I really didn't get a chance to visit with any vendor.
- Many times booths were not being attended to.
- Thought there were some good exhibitors, there were also some different ones.
- They were secluded and separated so all of the vendors left the room to network in the hall. When I entered the room it was only a few people.



Feedback:

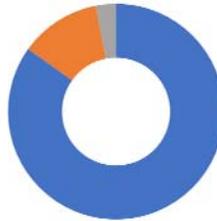
- Good speaker.
- Thought it was great, was able to meet about a dozen new contacts that I didn't have before.



2019 Conference Post Survey (continued) -

How would you rate: Tuesday's Opening Ceremony, Welcome and Keynote Address

■ Excellent ■ Good ■ Fair



Feedback:

- Good presenters, good representation from all major parties.
- Always look forward to this.
- Did not attend.
- Enjoyed drumming and keynote speakers.
- I thought it was great, lot of great speakers and guest shared some great information.
- Opening speakers were great and high-profile people demonstrate the importance of Tribal partnerships.
- Excellent start to the conference.

How would you rate: Wednesday's Lunch and Keynote Presentation

■ Excellent ■ Good ■ Fair



Feedback:

- I would the speaker would have had more time; her presentation was amazing -- but sad.
- I think this was very good also.
- Good topic
- Food was not good, the keynote presentation was great.



2019 Conference Post Survey (continued) -



Feedback:

- I did not see that Hap Pigsley's Presentation was on the link provided along with the others.
- Some sessions needed more time to present. Seemed rushed.



Feedback:

- A lot of useful information about the Tribal communities outside of the ones I work with spoke.
- Some presentations needed more attention to who was in the audience.



2019 Conference Post Survey (continued) -

How would you rate: Business & Economic Development Technical Sessions

■ Excellent ■ Good ■ Fair



Feedback:

- Because of the date of the event does not allow for the businesses to attend, I only attended one of these, thought it was very good.
- Need more attention to who is in the audience and their level of knowledge.

How would you rate: General Transportation Technical Sessions

■ Excellent ■ Good ■ Fair

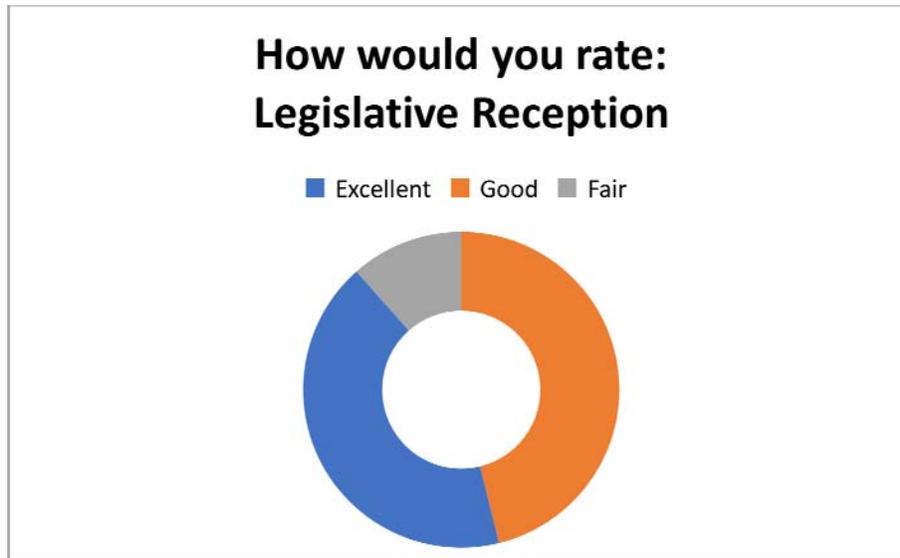


Feedback:

- I only attended one of these but found it very informational.
- Variety is always good to have with lots of tracks to choose from.

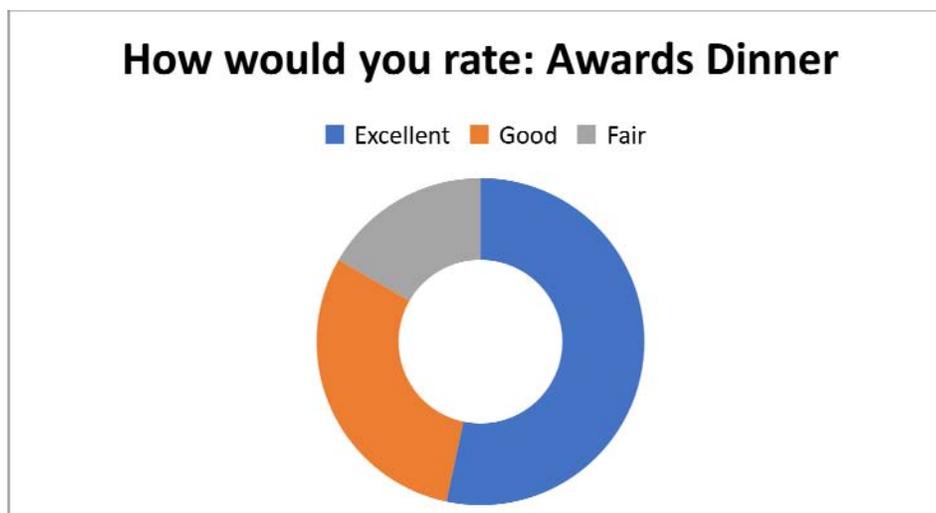


2019 Conference Post Survey (continued) -



Feedback:

- Six responded Did not attend.
- Because of the date of the event does not allow for the businesses to attend I thought the state speakers were great. I was very impressed at how talented and knowledgeable Mandala Barnes was.
- I do not recall anything for this reception being presented.
- Change the name as no legislators attended.



Feedback:

- 16 - Excellent
- 12 - Good
- 1 - Fair



2019 Conference Post Survey (continued) -

What did you find the most valuable at the 2019 Conference?

Feedback:

- The networking and visiting with other Tribal representatives.
- Networking
- That's a hard one. I loved the chance to get to know more about the Tribes, but the breakout sessions I attended also were very informative. Thank you.
- Opportunities to interact with everyone and hear the latest progress in the partnerships. Stay in tune with what's coming up in the future.
- Learning about topics related to Native culture, networking and technical sessions
- Talking to other people in the industry
- Interaction with other attendees
- I like that Kelly Jackson utilized that particular platform to enlighten non-Tribal members on some Native American history.
- The opportunity to meet new people and touch base with colleagues from other organizations.
- The follow up power point presentations as I could not attend all. Thank you.
- Sessions that discussed funding opportunities
- Breakout sessions.
- Learning about the future work of the Tribes and the potential for partner opportunities.
- Networking, meeting new people from different areas and new resources and information, every year this is very helpful for the program I run.
- I could of used a more for new people
- Most people are senior and its hard to keep up with vets when your new.
- Networking
- Technical sessions - training and learning is always important.
- It's always one of the best networking events overall.
- Networking
- Technical breakout sessions
- Breakout sessions
- Networking.
- The variety of breakout sessions
- The networking opportunities and hearing the commitment from WisDOT and other transportation partners.
- Relationship building
- Celebration of accomplishments!
- Networking and meeting different people in the various industry.
- The safety technical sessions were very good we learned a lot from them.
- Networking opportunities
- The overall Networking - between sessions and meals.
- Sessions that explained processes more than just giving out stats.
- The opportunity to meet face-to-face with and to talk informally with Tribal representatives as well as project managers.
- Meeting others around the state.



2019 Conference Post Survey (continued) -

Please include any other comments or recommendations you would like to share about the 2019 conference.

Feedback:

- I look forward to attending the next year's conference, great job putting it all together.
- Either presenters need to make sure to include time for comments/questions or the sessions need to be extended 5-10 minutes.
- The same groups of people tended to sit together. It might be nice to shake that up in some way, so people get a chance to make more connections.
- Maybe define top 3 wish list items or items that will be focused on within the next year before the next conference. Get everyone on the same page with priorities and goals.
- One of the best I have attended
- Excellent job! Way to go!
- NO recommendations at this time - Thank you for all of the work you did on this conference - Great Job!!!
- I like the conference overall but would like to see changes in upcoming events. People become disengaged if they have seen the content in years past.
- I would like to see presentations or a panel including successful small business owners-
- This was a much better location than in Milwaukee. The discussions with others that I had made me feel that most people think this is the best, most easily accessible location available for this size of event.
- Many of the conference rooms (especially those where breakouts were held) were cold/not comfortable most of the time.
- Because of the date of the event does not allow for the businesses to attend.
- I thought it was great! Wouldn't change anything, except Agnes getting ill, she is the star behind the scenes doing a lot of work!
- Ways to interact with counties and townships better. What if some of these municipalities were invited?
- Well done event!
- Day 1 schedule was long if all events were attended. First even to end of dinner is a lot to expect of people.
- Maybe encourage people to visit the business and craft vendors a little more? Traffic was very light and sometimes nonexistent the business vendor room. Combining both vendor types might bring in more traffic next year?
- Excellent.
- Conference was very well organized, great job!
- Location was great.
- Thanks, already penciled it in for next year.
- Great job Sandy! Excited to see you change this program!
- Loved the surprise performance by the young kids during the lunch!
- Need new types of presentations maybe various or different session tracs
- It would be nice if this conference were in January when road construction is on hold due to the weather.



2019 Wisconsin Tribal Transportation Conference

2019 Conference Post Survey (continued) -

- I enjoyed the conference.
- See you in 2020.
- More time for sessions - maybe additional 15 minutes.
- Attendance to these conferences has done much to foster awareness of issues important to Tribal communities, understanding of why DOT designs roads in certain ways, and cooperation on transportation-related projects. I have learned much and have tried to share with colleagues unable to attend.
- Would like to know more about Tribal relationships with DOT since I am a WisDOT employee.

2019 Presentations -

Conference presentations made available by the presenters are available on the ITTF website (<https://wisdottribaltaskforce.org/wttc-2019/>).

Dennis King, WTTTC Photographer, has made all the photos available online at https://www.dropbox.com/sh/b9zqlq75q871ijx/AAAkPWpZZ8DOQpmG6t_ABCm4a?dl=0

Next Steps -

The planning group will begin meeting in early 2020 to begin work on the next Conference, and to review this report to incorporate suggestions for improvement and continue with what worked well.

Thank you to everyone who made the 2019 Conference a success!

The poster features the conference logo on the left and the Wisconsin Department of Transportation logo on the right. The main text reads: **NEW HORIZONS**, **WISCONSIN TRIBAL TRANSPORTATION CONFERENCE**, and **ENHANCING PARTNERSHIPS AND CREATING NEW OPPORTUNITIES**. Below this, in large red letters, is **SAVE THE DATE**. Underneath, in blue, is **Tuesday & Wednesday** and **October 27 & 28, 2020**. At the bottom, in a small orange box, it says **Location To Be Announced Soon**.



2019 WTTC Business Elements Debrief, Evaluation and Final Summary Report

On behalf of the American Indian Chamber of Commerce of Wisconsin (AICCW) and our sister organization, the First American Capital Corporation (FACC), we were honored to help support the planning and delivery of the Native business/economic development elements of the October 29-30, 2019 Annual Inter-Tribal Task Force (ITTF)/WisDOT Wisconsin Tribal Transportation Conference (WTTC) -- at the Green Bay Oneida Nation Radisson Conference Center.

We are grateful for the work of the AICCW team on the 2019 WTTC planning committee, including:

- Kevin Chesnik, Oneida, Chesnik Transportation Group
- James DeNemie, Bad River, Communications Consultant
- Gary Mejchar, AICCW-FACC Assistant Director
- Matt Kunstman, Oneida, OES, LLC

The specific responsibilities of AICCW for the 2019 WTTC included:

- Business Speed Networking Event for participating contractors, tribal enterprise representatives, Native businesses/NADBEs
- Adding of the new Tribal Enterprise & Economic Development Resource Speed Networking Event – featuring representatives from the federal Economic Development Administration, USDA Rural Development, WisDOT, WI Economic Development Corporation, Regional Planning Commissions and several non-profit development organizations, available to meet with interested tribal leaders, planners, grant writers, tribal enterprises and business development corporation managers
- Business Networking Lunch – providing for a relevant keynote presenter – Jeff Bowman, President of Oneida Nation owned Bay Bank
- Business Vendor Expo – targeting engagement of up to 15 vendors
- Five (5) Business Track technical sessions, including: Tribal Enterprise/Economic Development Planning & Development Resources session; Upcoming 2019 Project Opportunities session; Tribal Enterprise/Economic Development Funding & Financing Resources session; Native Business and Tribal Enterprise local/state/federal Minority/Disadvantage Enterprises Certification panel; and an Update on the WisDOT Native American Hiring Provision – Space was also provided for Open one-to-one Networking.

In addition, the AICCW actively participated in the 2019 WTTTC Planning Committee and assisted in coordinating the ITTF Native Business Scholarship offering.

Following is a summary of each key business/economic development element from the 2019 WTTTC, including number of attendees, session evaluation results, lessons learned and recommendations.

- **ITTF Native Business Scholarships** – A total of six Native owned businesses, one tribal enterprise and one tribal grant writer/planner responded to emailed and ITTF website posted information on the WTTTC ITTF Native Business Scholarship opportunity. Several NADBEs responded that they were interested but still working in the field and could not attend this year. The timing of the WTTTC in October does impact Native business attendance as many companies are still performing contract work in progress. The Native business scholarship initiative, begun by Agnes Fleming, ITTF Coordinator, is an important element to incentivize and overcome barriers for interested Native business owners to participate in the annual WTTTC. This scholarship initiative also prompts first time WTTTC attendees to participate, including in 2019, two representatives from Boomerang Trucking, LLC owned by a LCO tribal member. The 2019 ITTF WTTTC Native Business Scholarship working group meet to review submitted scholarship applications and decided to grant six full scholarships including: St Germaine Enterprise (1) LDF; and LCO Development Corporation (2), Arrow Crete Construction (1), Indian Country Communications (1), Boomerang Trucking (1). It was determined that two applicants – the tribal grant writer and one NADBE requesting a vendor table did not fit in the normal parameters of the ITTF Native Business attendee scholarship. In these two cases, the WI Indian Business Alliance (WIBA) sponsored their respective scholarships. Several scholarship recipients commented that the WTTTC provided them an opportunity to meet face-to-face with WisDOT DBE certification representatives, business support organizations, and prime contractors -- which both advanced their business goals and provided leads for potential future contracting opportunities.

Findings: The ITTF WTTTC Native Business scholarship is effective in incentivizing participation in the annual WTTTC. The promotion of the scholarship is primarily done through emailing to existing certified NADBE firms, past WTTTC participants and on the ITTF website. We are finding that in several cases existing NADBEs have forwarded this information to other Native owned businesses in their respective networks. The communication channels between the TLAC TrANS Scholarship Program and ITTF Native Business Scholarship Program needs to continue to be coordinated, so there is enough lead time to ensure interested TrANS students have advanced communications on opportunities to participate in key networking events at the annual WTTTC.

Recommendations: It would be good to continue to offer Native Business Scholarships. Perhaps a registration discount could be considered for NADBEs who recruit new first time Native Business attendees. Other events such as the Governor's Conference on Minority Business Development offer free registration for businesses that volunteer at

the event – which also incentivizes event participation. Native businesses interested in such an offer could be provided with event planning, session moderation, and other tasks going forward. It is also recommended to consider a concerted effort to begin to recruit tribal planning and grant writing professionals as well as management and boards from tribal business development corporations – incentivizing participation via a new category of tribal professionals’ scholarships. A single point of contact could be considered for both the TLAC and ITTF WTTTC Scholarship offerings to improve communications and coordination.

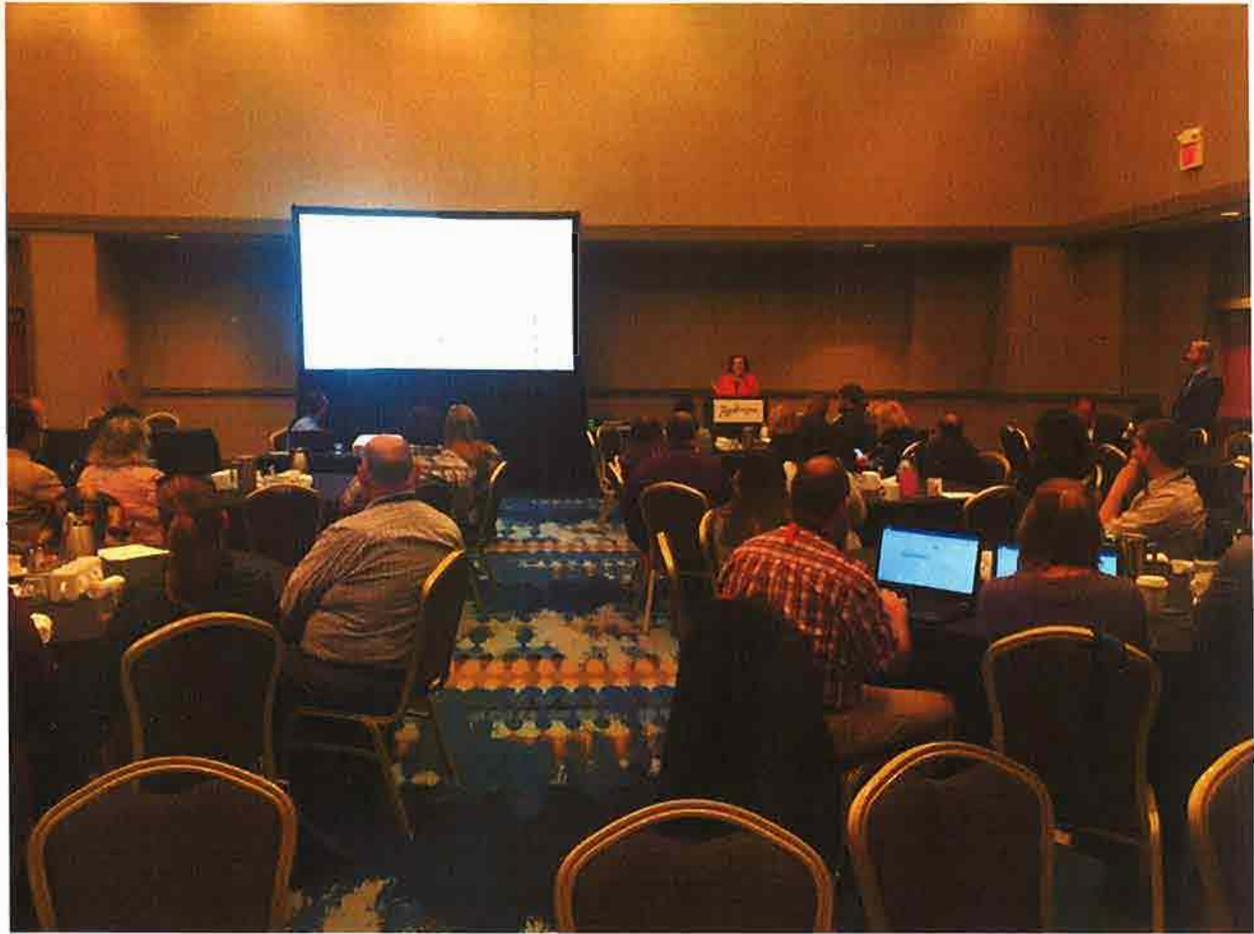
- **Business Speed Networking Events – Business and Tribal Enterprises/Economic Development** – These concurrent events began at 10:00 am on day one. These events, and the following Business Networking Lunch are actually prior to the formal WTTTC Opening Ceremony at 1:00 pm on day one, presenting participating Native owned businesses, tribal enterprises, tribal leaders, program managers, prime contractors, and other business development resource organizations and interested parties with both formal and inform networking opportunities. The formal 2019 WTTTC speed networking event, included prime contractors (e.g. Musson Bros., DL Gasser/Mathy, Integrity Excavating, NE Asphalt/Walbec); tribal enterprises (LDF Business Development Corp., Oneida Engineering Solutions, LLC), and Pigsley Safety Consultants, who met participating Native businesses. The Tribal Enterprise/Economic Development Resources event included US Dept of Commerce Economic Development Administration, USDA Rural Development, Small Business Administration, WI Economic Development Corporation, WI Economic Development Association among others.

Findings: Attendance at these two concurrent networking events was lower than past years. We knew that the October date was limiting NADBE and other Native Business participation due to work commitments. We also discovered that some expected participants ended up taking the Lambeau Field tour and that State-Tribal Consultations were scheduled in Forest County Potawatomi 10/29-30 which reduced the normally expected tribal leadership and staff participation. No TrANS students or Native construction workers participated in the 2019 networking event.

Recommendations: Early arrivals to the WTTTC as well as those selecting to participate in the 10:00am – 1:00 pm networking event gather together. Going forward, plans could be developed to accommodate the diversity of business, tribal, government employees, and organizational representatives being attracted to the pre-conference networking events. For example, perhaps an area could be set up for scheduled showings short films such as the ITTF certification recorded webinars on NADBE and Tribal enterprises local/state/federal minority disadvantaged business certifications or the TrANS Day in a Life for those not scheduled for formal networking events.

- **Business Networking Lunch:** The purpose of the WTTTC Business Networking Lunch event is to bring interested individuals together for informal networking opportunities and to hear from an industry subject matter expert – in this case Jeff Bowman, President

of the Oneida Nation owned Bay Bank, which was well received. Sandy Stankevich, WisDOT Tribal Liaison provided opening comments followed by Oneida Nation welcoming from Matt Kunstman, OES, LLC. At the close of the event a Trans Day in the Life video was played.



Source: WTTTC Business Networking Lunch 10/29/19 Oneida Radisson Turtle Room 11:30 am – Sandy Stankevich, WisDOT Tribal Liaison providing opening remarks at the WTTTC Business Networking Lunch.

Findings: As mentioned earlier, given the informal nature of the Business Networking Event in general and specifically the Lunch event – e.g. people moving in and out throughout the events - it has demonstrated to be challenging to get all participants to sign in much less complete evaluations. According to meals served, it is estimated that about 65 participated in the combined morning speed networking and business networking lunch events.



Source: WTTTC Business Networking Lunch 10/29/19 Oneida Radisson Turtle Room 11:30 am – Jeff Bowman, President Bay Bank – providing Keynote Address on importance and impacts of access to capital in the form of business loans in Wisconsin Indian Country

Recommendations: The networking elements of the WTTTC – specifically the business networking lunch - attract a relatively large number of diverse of participants, so topics and resources provided must be planned to accommodate this diversity. It is recommended that these networking sessions be continued and expanded for future WTTTC events. It is important to provide an open space for this event to facilitate both formal keynote presentations as well as informal networking opportunities. To facilitate more effective completion of sign-in and event evaluation forms it is recommended that two roving room monitors be assigned to the WTTTC Networking events. These individuals could standby as they request completion of forms table by table and act as ambassadors for the event. They can also provide support such as answering questions or providing event information to encourage participation in all the offerings of the WTTTC.

- **Business Expo:** The purpose of the WTTTC business expo is to provide a vendor display table to businesses and organizations interested in building awareness of their

products/services and potentially getting leads for new business development opportunities among WTTTC participants. The table pricing of \$140 includes one WTTTC registration. A total of 12 vendors displayed at the 2019 WTTTC, with 10 formal vendor tables, including engineering firms, prime contractors, associations, suppliers, construction safety, non-profit and governmental business support services organizations, and Native artists/retailers. Several extra display tables are provided as a courtesy to organizations that for a variety of reasons that positions them to not purchase a vendor table yet providing valuable Native business resources.



Findings – The WTTTC Vendor Expo is a good addition to the conference – both providing an informal networking space as well as a promotional opportunity for participating vendors. Conference planners placed coffee/refreshments for breaks in the Expo room – further facilitating traffic to this space.

Recommendations – It is recommended that the recruitment and management of the Expo be assigned to one responsible party to increase the number and diversity of participating vendors and help to direct travel to the Expo area – with a specific emphasis on Native owned businesses providing supplies and services to the transportation industry. Recruitment efforts could also include relevant industry trade associations, and Native organizations (e.g. NATOW). The informal networking gathering and bar prior to the awards banquet, if placed in the Expo area, would further increase promotion of and contacts with participating vendors.

➤ **Business & Economic Development Technical Sessions:**

All of the sessions in the Business & Economic Development track for the 2019 WTTTC were held in the Turtle Room.



Source: WTTTC 10/29/19 Oneida Radisson Turtle Room 4:15 pm – 2020 Projects Opportunities session

- **10-29-2019 3:15 pm Wisconsin Tribal Enterprises, Business and Community Development Corporations – Planning and Development Services Roundtable:** This session was designed to build awareness of the products and services of Regional Planning Commissions (RPCs) available to Wisconsin Tribal Communities, including presentations by the Northwest, North Central and Northeast RPCs. Randy Soulier, LDF-BDC moderated, and woven in his successful experience working with RPCs including planning and grant writing services which resulted in several millions of dollars in business/economic development project grant funds for LDF.

Findings – Twenty-nine attendees signed in specifically for this session and 22 returned evaluations resulting in 40% Excellent Overall; 55% Good Overall and 5 % Fair. A key written evaluation element was: Maybe some more basics. Like to request that ITTF send power point to attendees for each session. It was show and tell of services which are good resources for community and economic development, however, seems like we missed the point or expectations. I think we should have called the breakout something else.

Recommendations – Going forward it may be advisable to focus more on individual case studies of how Regional Planning Commissions are working on specific project with individual WI tribal representatives.

- **10-29-2019 4:15 pm Upcoming Project Opportunities:** This traditional session at the WTTC tends to attract a relatively large audience covering a variety of market sectors. This year 34 individuals signed in for this session. During the 2019 WTTC Opportunities session focused upon 2019 planned BIA Tribal Roads projects, and an overview of WisDOT project opportunities – including actual past fiscal year performance by work types, and projects with the Native American Hiring Provision.

Findings – 34 attendees signed in specifically for this session and 22 returned evaluations resulting in 53% Excellent Overall; and 47% Good Overall. Key written evaluation elements included: Request for the BIA presentation. Very good information, thank you. Please put the presentation on a website that everyone at the conference can access. Amazing.

Recommendations – This remains a popular and well evaluated session – going forward it may add value to have several tribal roads managers talk a bit more about selected project details, how they solicit and select contractors to complete BIA funded projects for several sample tribal communities in Wisconsin.

- **10-30-2019 9:15 am Wisconsin Tribal Enterprises, Business & Community Development Corporations – Funding Opportunities:** The purpose of this session was to feature Federal – Economic Development Administration/USDA-Rural Development, state (WEDC) and local (WIBA/Bay Bank) as sources of funds and financing for WI Tribal business/economic development projects.

Findings/Recommendations – Twenty attendees signed in to this session with 14 collected evaluation forms, resulting in 36% Excellent and 64% Good Overall. There were no written evaluation comments. It is recommended that a similar session be planned for at future WTTCs with individual case studies of the process and partners involved in successful WI tribal business/economic development projects.

- **10-30-2019 10:15 am Tribal, Local, State and Federal Government Contracting & Certification Toolbox:** The purpose of this now traditional session at the WTTC is to provide interested attendees with the opportunity to hear from and talk with the key state Department of Administration, WisDOT and Small Business Administration representatives responsible for the MBE, DBE and HUBZone/Section 8(a) certification programs. This year the session was moderated by the WI Procurement Institute – which is Wisconsin’s Procurement Technical Assistance Center.

Findings/Recommendations – At total of 24 attendees signed in to this session, with 12 evaluation forms collected, resulting in 91% Excellent and 9% Good Overall. The content of this session is of interest and value to a broad segment of WTTC typical attendees and it is recommended that this session be built up and expanded in future WTTC events. Examples of written comments included: Great job done by all! Please provide access to the

Power Point Presentation. If Tribes can't be classified as a race or minority and civil rights is not applicable, how are tribes tracked and recorded when these exclusions are present on projects on or with boundaries of a reservation. Perhaps having them explain experiences of process or certification and what was helpful instead of just type a presentation.

- **10-30-2019 11:15 am Update on the WisDOT Native American Hiring Provision and Opportunities:** The purpose of this session was to provide a WisDOT Native American Hiring Provision (NAHP) policy update, practical lessons learned to date on implementation of the NAHP and plans/adjustments/refinements going forward. For the 2019 WTTC this session's presentation was led by Laurie Dolsen, WisDOT Senior Labor Compliance Specialist and Western Team Lead who did an outstanding job explaining the nuts & bolts of the NAHP, followed with additional details by Natalia Vega, WisDOT Lead Investigator/Labor Compliance. There was considerable audience involvement in Q&A related with the NAHP and related topics including the Tribal Employee Rights Ordinance and variations in tribal hiring provisions in Wisconsin.

Findings/Recommendations – Twenty-two individuals signed in for this session – with 14 evaluations collected, resulting in 64% Excellent, 27% Good and 9% Fair, Overall. The NAHP remains a topic of interest for WisDOT, tribal program representatives, prime contractors, Native business owners and qualified workforce representation, therefore it is recommended that the NAHP continue to be addressed at future WTTC events. Perhaps a future case study panel with WisDOT, Tribal, Prime and NADBE representatives with NAHP experience would be insightful. Written evaluation comments for this session included: **Need more background and explanation. Need to repeat audience member questions, can't hear. Nice to have others share their experiences. Excellent job!**

- **Bonus -- Open Networking Turtle Room 10-30-2019 1:15 pm -....**

Findings/Recommendations – Although most attendees are gone after lunch on day two of the WTTC, it has been welcomed by some to have a space for one-to-one discussions and closing discussion resulting from earlier sessions.

- **Conclusion** – Overall, we believe that the business elements of the 2019 WTTC were relevant, relatively well attended and well received by those in attendance. As stated earlier, the challenge with the WTTC, relative to the business & economic development content, is that this event attracts a wide variety of attendees – e.g. elected tribal government officials, elected local/county officials, tribal program staff, Native/Tribal owned business, certified NADBEs, industry contractors/consultants, WisDOT and BIA staff as well as a variety government and non-profit business support organizations, among others. For 2019, given that the October date predictably reduced the number of Native American DBE firm and related business attendees still working in the field on construction projects statewide, we did add the Tribal Business & Economic Development Resources content to be relevant to a broad audience of tribal leaders, planners, grant writers, tribal enterprise and business development corporation

management – less impacted by construction season demands. It is recommended that this tribal enterprise and economic development subject matter continues to be featured at future WTTC events. Also, if possible it would be productive if people responsible for the State-Tribal Consultations Meetings and other WI Indian Country key events communicate with the ITTF to coordinate event scheduling that may impact attendance at respective other events.