



ND Department of Commerce
Native American Business Development
June 30, 2010 Report (Q2-2010)

Attention: Shane Goettle, Paul Govig, Paul Lucy

Prairie Consulting Group, LLP (PCG) provides the following report regarding the Native American Business Development Program contract with the ND Department of Commerce (DOC) and our activities in the past 90 days.

1. Native American Business assessment/inventory of Native American businesses:

-The Assessment represents a significant part of this contract and is now complete and has been delivered to DOC.

-The business name, address and contact information inventory of North Dakota Native American businesses has been updated and a copy provided along with the Assessment. Updates to the inventory will be on-going throughout the term of our engagement.

2. Work-plan: A detailed work-plan was developed in concert with DOC leadership and is now being executed. It is attached for your convenience. PCG will continue to provide in person progress updates to ND DOC staff, throughout the engagement.

3. Employment/labor issues: As indicated in our first report, a host of employment issues were revealed in the 4 listening sessions conducted previously and warranted special attention. Following our meeting with DOC, Indian Affairs and relevant ND agencies and as agreed, we met with Standing Rock Sioux Tribe representatives relating to this issue. A memorandum summarizing the meeting is attached. In our view, this issue is vital to economic vitality and requires on-going and specialized attention from ND, and Tribal government.

4. Specific economic development: As indicated in April, PCG through other client contacts was exposed to a "pick, pack and ship depot" (PPSD) project that may be an opportunity for a tribal business. Turtle Mountain is cooperating in that assessment to determine if the PPCSD can be effectively located and operated there. That assessment looks positive, and is nearly complete. Sample inventory has been sent to CTI in

Belcourt for evaluation and shipping cost estimates. It is expected that the PPSD feasibility study will be completed and available to involved parties by mid July.

5. Legislative briefing: At the invitation of the State-Tribal Relations Committee we continue to provide updates to the Committee regarding our activities. Our most recent update was provided in April.

6. Procurement Technical Advisory Council: Although PCG has been engaged to focus more on private sector business, unrelated to procurement activities, we continue to field inquiries on this topic, and attempt to provide direction to those who contact us on this topic. We have identified many of the "PTAC" services that currently occur in ND in and outside the Native American community. They include PCG, Impact Foundation, MABU (on behalf of ND-DOT), UTTC, SBDC to a lesser extent, and NDSU-Upper Great Plains Transportation Institute, which is responding to an RFP issued by US Department of Defense.

7. Outreach to Tribal Colleges: At the invitation of Indian Affairs Commissioner, Scott Davis, we briefed tribal college presidents regarding the Native American Business Development program, our involvement, the current strategy and our interest in working with the colleges. We provided them with a copy of our initial report and invited their comments, criticism and suggestions.

8. Small business workshop/seminar: We have completed the initial small business workshop/seminar syllabus and conducted our first workshop at Standing Rock Sioux Reservation. We will conduct similar programs at the other reservations in the next 6-8 weeks and will refine the effort in response to feedback from the attendees.

Again we thank you for this opportunity and the cooperation we have had from the Department and your staff. We look forward to continuing this important effort.

Regards,

Robert W. Harms

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Prairie Consulting Group, LLP