

**Essential** | s  
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**Delivering Success.**

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**Tribal Goals** come first – From our observation and experience, each Tribal Government has advanced strategic ideas and plans that if actualized would result in long-term prosperity for the Tribe and its members. That said, we have also identified common impediments for Tribes that can restrict essential services, governance, and, thereby, economic growth. These common impediments may include a lack of staff in key functions, unrecognizable business and governance structures, and, inadequate essential services. The reality is that many Tribes, whether non-gaming, or with smaller gaming facilities, or tied down by debt covenants on larger gaming facilities, often lack available resources to adequately pursue economic revitalization or development. We design and build programs to overcome these impediments.

**We augment** Tribal administration functions on an outsourced basis to help Tribes reach their goals for sustainable economic development. We work with economic development arms to develop meaningful strategies that leverage the unique status of each Tribe on and off the reservation. We work with individual Tribal governments to develop codes and structures that inform all non-tribal entities how to interact with the Tribe in a mutually beneficial manner. We help Tribes to develop programs and to pursue all available funding sources to which Tribes are entitled to develop and resource Tribal lands to benefit Tribal Members.

**Our focus** is on the implementation of Tribal governmental strategic ideas and plans, which may include everything from completing grant applications, to identifying and developing strategic partnerships for Tribes, and, to serving as project managers for Tribes while developing Tribal employees who will eventually eliminate the need for outside providers. We serve to identify, resource, and implement complex economic revitalization and development projects, and to develop governance and essential services programs for member benefits. When requested, we deploy a whole-of-government process, our Essential Method, to allow Tribes to respond appropriately and even to grow during disasters. Our work is Tribe specific. It is our belief that any process developed must align with Tribal goals, understandings, and Culture and Tradition to ensure long-term success, sustainable and resilient economic prosperity, and growth.

**We bring** fifty years of experience in working with diverse governmental agencies, along with successful business development programs. We specialize in working with Tribal governments and communities. Our team has multi-disciplinary work and educational backgrounds with extensive experience in managing governmental programs, both outside and inside of disasters, and working with Tribal, federal, state, and local governments. Our principals work directly with each client at each stage of our engagement. We understand that Tribal Councils, Boards, and committees are often volunteer based and, accordingly, that Tribal meetings occur during evenings or on weekends.

**The Essential Method™** and our proposed activity considers three critical lines of effort on an integrated basis – economic development, governance, and essential services. Across the spectrum of our services, from targeted technical assistance, to accelerated time to development within existing government structures, to applying our full in-house capabilities when requested to work on a “we do it all basis,” our Essential Method and short work cycles provide definite measures of effectiveness, firm quantifiable tasks, and firm but achievable dates for the accomplishment of goals.



**We offer** three tiers of service; the level of services provided, and our associated fees and costs, depend upon the needs of each Tribe.

**When requested through our Tier 2 or Tier 3 Service**, we use our experience in building economies to help Tribal governments implement an upward spiral of gains as to governance, increasing scope (fulfillment of more needs) of essential services, and success in increasingly complex economic development projects. With proper involvement of the necessary Tribal governmental stakeholders in each of the three critical lines of effort – economic development, governance, and essential services – our Essential Method is intended to produce net cash flow for the Tribe in 120 days.

**Our Tier 1 Service** provides targeted technical assistance to existing Tribal governmental structures within preset blocks of time by line of effort or project. Our team will attend meetings and provide input as requested by the governing body of the Tribe. At this level of service, we will review or develop policies, procedures, directives, or proposals, and we will provide written feedback to the Tribe and answer questions. We will also as requested conduct feasibility studies to ensure the viability of proposed projects, provide oversight to proposals and disaster recovery or economic development endeavors, and assist in the completion of approved projects.

**Our Tier 2 Service** provides an accelerated time to development of sustainable Tribal economies by simultaneously pursuing several different types of economic activity. This level of service provides surge capability to existing Tribal government structures as required to implement both a process for and actual development of complex projects. We focus on the sourcing, financing, development, implementation, and operation of complex economic revitalization or development projects at the election of the Tribe off reservation, on reservation, or both, and work in successive 90-day cycles to include all necessary lines of effort.

**Our Tier 3 Service** provides a full suite of integrated Tribal Administration functions including (1) Council Support, (2) Government Management, (3) Tribal Member Services, (4) Financial Management, and, (5) Economic Development, including the following components: (a) Economic Development Director, (b) Feasibility Specialist, (c) Grant Writer / Administrator, (d) Financial Analyst / Advisor, (e) Project Manager, (f) Governance Manager, (g) Policy Writer and Trainer, (h) Risk Management Director, (i) Public Works Director, (j) Public Safety Director, (k) Human Resources Director, and, (l) Environmental Resources Director, as required to support complex economic development projects, and a sustainable economy.

**Please contact us** to schedule an introductory meeting or call, as appropriate, and please ask us about our initial review and assessment process.