

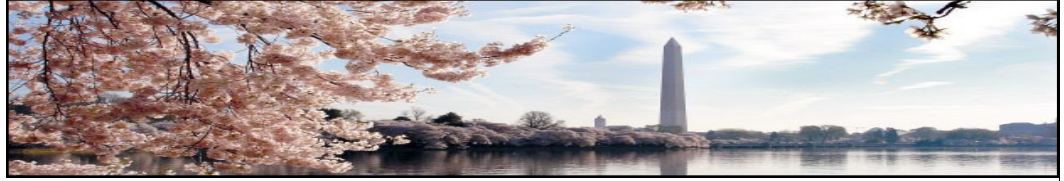
OUR TEAM

- Gregory L. Taylor
- Robert Nakamoto
- William Teator
- Joe Sperber
- Robert Reese
- Sammy Fritcher
- Thomas Johnson
- Rick Thomas (Tatunka Mni)
- Greg Farrell
- Bruce Farrell
- William Beckner
- Bob Stephens
- Thurman Freeze
- Eric Henderson
- Donald R Lewis
- Ben Couture
- Pete Homer (Mojave)
- Gina K. Bass (Muscogee Creek)
- Raycen Raines
- Ann Crossland

“Raycen specializes in using innovative financial strategies to meet the modern retirement needs of senior citizens and in designing unique solutions for his Tribal clients.”

Nations Business Group

Newsletter
March 2010



New and Continuing Projects

1. The Xpedx tribal-distributorship project continues to gain momentum with signed agreements from four tribes and serious on-going negotiations with four more. Regional tribal partners so far include:

- [Santee Sioux](#) in Nebraska
- [Oneida Nation](#) in New York
- [Catawba](#) in South Carolina
- [Choctaw-Kaul](#) in Michigan

The Xpedx counsel has asked us to work with our new counsel to complete the contractual management and tribal agreements. This step should be completed within a few weeks, and will immediately precede our official launch. The new counsel, Jon M. DeVore is a member of

[Birch Horton](#), a highly experienced and well regarded Tribal contract firm. He is a welcome and valuable addition to the team.

2. Nations Business Group attendance at Res 2010 (the Reservation Economic Summit) in Las Vegas was a great success. The NBG Small Business Diversity Services branch of our operations is rapidly growing in recognition and stature in Indian Country. Projects and partnerships with a number of Tribal Nations have led to a higher profile for NBG and several successful business enterprises. Further developments will be posted as they are finalized.

New Project Director: Native American Business Development



Raycen AmericanHorse Raines was born in Oregon and raised in Alaska. Raycen is enrolled Oglala Lakota Sioux. His parents, now with the BIA and Indian Health Service, met at Chemewa Indian School in Oregon where all four of his grandparents worked as teachers. After serving in the US Navy he has settled into his grandfather's footsteps as a businessman and advocate for Native American social issues. Raycen has been in the financial and insurance industry since 2000. He specializes in using innovative financial strategies to meet the modern retirement needs of senior citizens and in designing unique solutions for his Tribal clients.

Raycen formed *Retirement Protection Strategies Inc.* with a focus on the senior and retirement planning market. He also established *AmericanHorse Consulting* to advocate for Native Ameri-

can elder care and social issues.

Raycen has helped thousands of senior clients and their families navigate through the challenging financial terrain that constantly undermines American Senior's golden years. He recently formed a 501c3 nonprofit company called AmericanHorse Tribal Development Institute to bring his emerging consulting skills and network together to raise awareness of new markets and programs in Indian country.

As an economic development consultant in Indian Country, Raycen has helped form the core programs of Asset Management, Wealth Transfer, Tribal Health Care, Elder Long -Term Care, Section 17 Planning and Tribal Member Burial Plan Design and Installation. Raycen has a passion for public service and is working towards his dream of becoming an effective politician for all peoples.

With more than 12 years of business, renewable energy and environmental science experience, Ann's work includes project management, marine and maritime studies and overseeing an off grid, green-built construction project."

New Project Director: Energy and Environment



Ann Crossland is the owner of an emerging renewable energy company, Sustainable Energy & Environmental Resources (SEER).

SEER looks for the latest innovations in energy technologies to design a system for power generation. Ann received her training in advanced photovoltaic design from Solar Energy International, a frontrunner of renewable energy education.

With more than 12 years in environmental science, Ann's experience encompasses tasks ranging from academic statistical analysis of dolphin populations to overseeing an off grid, green-built construction project.

After leaving the statistical analysis support position with the National Oceanic & Atmospheric Administration's Marine Mammal Division, Ann worked for the City of San Diego, ensuring regulatory compliance in hazardous substance disposal. Within the city's departments, she later worked to ensure compliance of industrial companies to protect the city's wastewater infrastructure.

Having served in the Women's Army Corps during the Vietnam era, Ann continued her military service as a Coast Guard Reservist in San Diego. As a Marine Science Technician, she investigated oil pollution incidents & monitored the contractor clean up process. As an extra project, she compiled the initial Area Contingency Plan for the Captain of the Port of San Diego.

Ann also owns a promotional products business, Crosstown Promotions. For over 7 years, this "vetpreneur" has helped other business owners achieve marketing goals using advertising specialties. Her clients range from an LPGA golf professional to the Sedona International Film Festival.

Ann received her Bachelor of Science from the University of the State of New York. Ann lives and works near Sedona, AZ where she sculpts stone in her home studio in the Village of Oak Creek.

ann@seer-usa.com

www.seer-usa.com

GSA /Federal Business Development

"Tom has consulted with numerous small businesses and prime contractors in many industries, including major business publishers, software companies and other government suppliers, on GSA schedule contracts, product development and government sales issues."



Thomas D. Johnson has been in the federal marketing and sales industry for over 25 years, focusing on IT services and commercial off-the-shelf product sales to civilian and military agencies.

He has consulted with numerous small businesses and prime contractors in many industries, including major business publishers, software companies and other government suppliers, on GSA schedule contracts, product development and government sales issues. He has conceived and built new technology information products, e-commerce catalog websites, and content databases covering medical research equipment and supplies. He developed government market analysis tools over a twenty-year period.

For over five years he headed a highly productive sales team selling databases and org charts of government officials. The products included information on people, places and programs throughout all levels - federal, state, county and municipal. The company's services combine text with graphics, photos, navigation icons, and its proprietary dynamic charting capability.

Independently, Tom publishes a government sales newsletter Set-Aside Alert, and directories of minority- and woman-owned businesses and market researchers. He is a past president of the National Directory Publishing Association. He has a BS in Chemistry and an MSIA from Purdue University.

Company Milestones — Timeline of Events and Achievements

- **March 2010** - Contract agreements for Xpedx partnership drafted
- **February 2010** - NBG Representatives attend Res 2010 (Reservation Economic Summit)
- **December 2009** - Welcomed new team members:
 1. Gina K. Bass, Grant Writer, Consultant and Member of the Florida Tribe of Creek Indians
 2. Samantha Gavagan, Team Member and Grant Researcher
- **November 2009** - Initiated Outreach to Tribal Nations Nominees in Eight Regions for Xpedx Distribution Partnership
- **October 2009** - Presented NBG Credentials to Nation Congress of American Indians and attended 5 Day Annual NCAI Convention in Palm Spring
Welcomed Erica Matson as a new team member and Project Director
- **September 2009** - Initiated Xpedx/International Paper Small Disadvantaged Business Project
- **August 2009** - Completed Tribal Nations database compilation
Joined NCAI
- **July 2009** - Welcomed new team members:
 1. Rick Thomas, Native Project Director
 2. Gregory Taylor, Team Member and Project Director
- **June 2009** - Welcomed Pete Homer, a prominent Native American leader, to the NBG team
- **April 2009** - Embarked on distributorship and e-commerce proposals
- **February 2009** - Attended Res 2009, 23rd annual Reservation Economic Summit and American Indian Business Trade Fair
Contracted **One Prospect Technologies**, a subsidiary of Potawatomi Business Development Corp. to be NBG's first e-commerce distributor of Master Lock products.
- **May 2008** - Master Lock (Fortune Brand Company) distribution approval
- **March 2008** - Launch disadvantages services

Association Memberships

NBG is currently a proud member of the following associations:

- Armed Forces Communications and Electronics Association-AFCEA
- British-American Business Association- BABA
- International Association of Emergency Managers- IAEM
- International Business Broker Association- IBBA
- National Defense Industrial Association- NDIA
- Native American Group
- National Congress of American Indians – NCAI