



November Conference to Focus on Doing Business in Indian Country

by Valerie Spicer

Arizona Indian Gaming Association (AIGA) is hosting a new trade show and conference November 13-15, 2012, at Wild Horse Pass Hotel & Casino on the Gila River Indian Community. The conference is designed for the gaming industry and businesses to explore new means of providing services and building business relationships with tribes and tribal enterprises.

Business diversification is the ultimate goal for tribes engaged in gaming so the conference is planned with two separate tracks. One track is designed for gaming industry participants and highlights topics on the national scene and the latest in operations and marketing tools. The other track is geared for business owners and representatives who want to do business in Indian Country. This track highlights new developments, showcases some successful businesses that are examples of diversification, and provides information on how business can get involved in our industry. Diversification supports tribal economies and empowers tribes to reach

out to Native and non-Indian business owners.

“Doing Business in Indian Country” opens November 13 with the Desert Classic Golf Tournament at Ak-Chin Southern Dunes Golf Club in Maricopa, Arizona. That evening an Arizona Chefs’ Challenge will be held at Wild Horse Pass Hotel & Casino where participants get to “be the critic” and judge the food on hand. Along with Native-inspired cuisine, the event will feature local wine and beer tastings.

The conference begins November 14 with keynote speaker Eugenio J. Alemán, Ph.D., Director and Senior Economist at Wells Fargo who forecasts national, regional, and international economic trends. His commentaries have appeared in national publications such as the Wall Street Journal, Los Angeles Times, San Francisco Chronicle, Washington Post, and USA Today, as well as many national and international media outlets including Associated Press, Reuters, and Bloomberg News. He has also made appearances on CNBC and in U.S. Hispanic media outlets.

Conference attendees will hear from top executives of chambers of commerce throughout the state, including the Arizona Chamber of Commerce, American Indian Chamber of Commerce, and the Hispanic Chamber of Commerce discussing business opportunity and economic impact of their business demographics.

Gaming will be well represented with Tracie Stevens, Chair of the National Indian Gaming Commission (NIGC), Ernie Stevens, Chairman of the National Indian Gaming Association (NIGA), and industry experts from across the country who will reporting on gaming trends and issues.

Gaming is a major player in the Arizona economy, as it is in many states across the country. In Arizona, casinos have been called one of the new five “C’s”. This new trade show is an excellent opportunity for attendees to network and for businesses to showcase their services and products.

The Arizona Indian Gaming Association is very pleased to present this new format that highlights the economic impact of tribal gaming. Tribal gaming today is a major component of tribal economies, but it has now grown to be integral to our national and state economies as well. This conference will showcase the essential relationship of tribal gaming to all these economies and reinforce the importance of protecting Indian gaming for the future. ♣

Exhibitor and attendee information for the Arizona Indian Gaming Association’s trade show and conference is available at www.azindiangaming.org.

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