



BLUE STONE
STRATEGY GROUP

September 15, 2011

Dear Tribal Leader,

Our mission at Blue Stone Strategy Group is to provide economic and governance advisory services to Indian Country; promoting fiscal and economic independence as a solid resource in protecting Sovereignty and Sustainability! Blue Stone Strategy Group is a national Native-owned and managed consulting firm committed to assisting tribes in strengthening sovereignty and fostering self-determination and self-sufficiency by providing consulting support to ensure profitable tribal businesses, productive governmental systems and effective leadership.

Blue Stone Strategy Group is honored to support ATNI as a Platinum Sponsor for the upcoming 58th Annual Affiliated Tribes of Northwest Indians (ATNI) conference to be hosted by the Tulalip Tribe on September 19-22, 2011.

We will have members of our leadership team at the conference that will be available to meet with tribal leaders during the conference. We have reserved a private meeting room to spend one-on-one time with tribal leaders to learn more about the areas of concern and opportunity where Blue Stone Strategy Group can provide the most support to your Tribe.

We respectfully request the opportunity to meet with you, during the conference, to learn more about your tribal priorities and challenges, and discuss how Blue Stone Strategy Group can be the best resource for your current situation.

Blue Stone Strategy Group will have several of our North-West Team as well as several of our National Business Development Team Members available during the conference.

The NW team includes: Samuel Penney (Nez Perce), Henry Cagey (Lummi) and Mike Rawley (Tsimshian); As a national consulting firm, the Blue Stone team also includes Native and Non-Native Senior Strategists in several regions of Indian Country, along with a network of more than twenty-five subject matter experts on issues that are important to tribes.

Blue Stone provides our clients with the highest quality services, tailored to match your cultural and political values. These services include:

<u><i>Economic Development and Strategy</i></u>	<u><i>Business Valuation and Due Diligence</i></u>	<u><i>Tribal Governance</i></u>	<u><i>Training</i></u>
<ul style="list-style-type: none"> • Revenue diversification • Economic impact assessment • Opportunity assessment • Product positioning • Price optimization • Competitive dynamics • Marketing strategy • Market potential • Economic incentive effectiveness • Economic sustainability • Negotiation support • Post merger integration • Succession planning • Preparation for sale or acquisition • Interim and turnaround management 	<ul style="list-style-type: none"> • Business assessments including NPV, IRR, ROI, and Free Cash Flow • Management assessment • External validation • Market positioning • Capital structure • Product positioning • Customer and vendor verification • Financing alternatives • Financial instrument assessment 	<ul style="list-style-type: none"> • Long-Term Strategic Planning • Governance Structure • Operational Performance • Efficiency and Cost Savings • Organizational Strategy • Leadership Development • Executive and Board Facilitation • Motivation and Productivity • Coalition Building • Policy Development • Project Management 	<ul style="list-style-type: none"> • Facilitation • Leadership development • Enterprise Board training • Roles and responsibilities of prioritization planning • Facilitation and moderation of business oversight • Tribal Council protocol and meetings and efficiency • “Mini NBA training”: financial and management training

Blue Stone Strategy Group is prepared to assist you in addressing the needs of your community as you work to protect your Tribes interests. We look forward to the opportunity to meet with you at the ATNI Annual Conference.

Blue Stone Strategy Group will also be hosting two break-out sessions at ATNI.

- 1) Preparing to Accept the Challenge. . . Leadership Planning and Prioritization
- 2) Tribal Economic Development Diversification . . . Taking Advantage of Opportunities

We invite you to attend the break-out sessions, or stop by our booth for a visit during the conference.

For more information on Blue Stone Strategy Group, please visit our website at www.bluestonestrategy.com and feel free to contact our office at (949) 476-8828. For further assistance or to set up a meeting, please call Samuel Penney at (208) 791-8394, Henry Cagey at (360) 815-2356, or Mike Rawley at (206) 999-3622.

Sincerely,



Jamie Fullmer
Chairman/CEO