



The arc of the moral universe is long, but it bends towards justice. Rev. Martin Luther King, Jr.

CAPABILITIES STATEMENT

Reichard & Associates, Inc. (RAI), offers high impact consulting services to both for profit, not-for-profit organizations, and governmental entities. A jack of all trades, Reichard marries broad business expertise with highly specific, concrete skills in strategic planning and organizational development, research and writing, funds development and revenue enhancement, marketing and financial analysis. RAI's iterative style seeks to capture and reflect back to his clients in his work product their values, vision and mission with the goal that his contribution will be of an enduring nature. As both student and teacher, Reichard learns from his clients as he imparts knowledge and wisdom gained from those with whom he has worked in the past. In this manner, RAI's practice strives to incorporate the four Rs of respect, relevance, reciprocity, and responsibility.

Reichard brings some 30 years' professional experience to his consulting practice including work as Northwest Area Vice President for Option Care, Inc., the nation's largest home infusion company; President and co-founder of RehabLogic, Inc., an Internet-based rehabilitation company; Executive Director of the Inland Neuroscience & Spine Center, a center of excellence in the neurosciences based at Sacred Heart Medical Center in Spokane, WA; Interim Executive Director with Cancer Care Northwest, a \$50 million, twenty-physician multi-disciplinary oncology practice located in Spokane, WA; and Chief Operating Officer with Planned Parenthood Columbia Willamette in Portland, OR. He most recently served as Executive Director of the ReBuilding Center, Portland's iconic salvage building materials organization. A graduate of Columbia University in the City of New York, Reichard was a fellow in African and Latin American history at Northwestern University where he earned his masters degree in 1984. Reichard has completed much of the work for a masters in health policy and administration from Washington State University. Reichard has published widely in both peer reviewed and non-peer reviewed publications, has presented at numerous conferences and proceedings, and is the recent recipient of the 2017 Golden Compass Award from the Building Materials Reuse Association for his work promoting equity in the building materials reuse industry.

Over the course of his career, Reichard has raised nearly \$50 million in grants, contracts, investments and gifts for his employers and clients. Reichard's well-researched proposals, studies, business plans, and evaluations are clear, crisp, concise and compelling. In 2014, he authored the winning response to request for proposal to the Washington Liquor Control Board on behalf of BiotrackTHC for Washington State's seed-to-sale inventory system. While the technical component of that proposal came in second place in the scoring, the management component of the proposal provided BioTrackTHC with sufficient margin to secure the contract.

A 2010 graduate of Stanford University D.School Design Thinking Bootcamp Reichard is a noted change agent. While he has not sought Six Sigma certification, he is highly skilled and experienced in the tools of performance improvement. He has designed and led numerous departmental and company-wide re-organizations, returning entities into engines of high performance and profitability.

RAI offers services in the following areas:

- Change Management
- Marketing
- Process Improvement
- Funds Development
- Business Development
- Research, Writing, Evaluation
- Response to Proposal
- Pro forma development
- Creating High Impact Teams

6124 N Williams Avenue, Portland, OR 97217
(509) 999-3091

StephenHReichard@gmail.com
www.reichardandassociates.com



ACTIVITIES RELEVANT TO THE REQUEST FOR PROPOSAL

Feasibility Studies

Name: Feasibility Study for Tribal Management of Health Services
Entity: Little Shell Tribe of Chippewa Indians of Montana
Period of Performance: September, 2021-February, 2022
Reference: Gerald Gray, 406-690-9757

With funding from the Indian Health Service, conducted a feasibility study for the tribal management of the Little Shell Clinic in Great Falls. Included comprehensive three year pro forma.

Name: Feasibility Study for an Inpatient Treatment Facility
Entity: Confederated Tribes of the Umatilla Indian Reservation
Period of Performance: June-September, 2021
Reference: Shayne Arndt, 541-240-8680/541-969-5703

Feasibility study for the development of an inpatient treatment facility on the Umatilla Indian Reservation, including two comprehensive five year pro formas describing alternative models.

Name: Comprehensive Health Plan for the Fort Belknap Indian Community
Entity: Island Mountain Development Group
Period of Performance: October, 2020-June, 2021
Reference: Dana Pyette, 406-945-1359

Comprehensive health plan for the Fort Belknap Indian Community. Included an analysis of the current health of the population, an analysis and discussion of the social determinants of health, a discussion of the health system of the United States and the system available to the FBIC together with a gap analysis, an opportunities analysis, a discussion of external funding, and as an appendix, a brief examination of the opportunity presented by dialysis. Included mini-pro-formas for each of the opportunities outlined within the comprehensive health plan.

Name: Aaniiih Nakoda Integrated Behavioral Health Business Plan
Entity: Island Mountain Development Group
Period of Performance: April, 2021-June, 2022
Reference: Dana Pyette, 406-945-1359

Business plan development for Aaniiih Nakoda Integrated Behavioral Health, including comprehensive five year pro forma. Facilitated three day strategic planning retreat with IMDG and FBIC Tribal Council to inform business plan development.

Name: Sustainability Plan for the Preservation and Maintenance of Life's Language Lodge
Entity: Nakoda Aaniiih Community Economic Development Corporation
Period of Performance: December, 2020
Reference: Leslie "Josie" Cliff, 406-301-3005/Tuffy Helgeson, 406-344-2061

Facilitated two-day future search conference together with research and writing to prepare a sustainability plan for Life's Language Lodge in accordance with the requirements of Administration for Native Americans grant.

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Name: Imagining Our Future
Entity: Island Mountain Development Group
Period of Performance: October, 2020
Reference: Terry Brockie, 406-390-0810

Facilitated three-day strategic planning retreat with the staff of Island Mountain Development Group to envision the future for IMDG and how it might support the Fort Belknap Indian Community. Included report/strategic plan preparation on findings.

Name: Business plan development for Aanakyaniiin Wellness Center
Entity: Fort Belknap Indian Community Tribal Council
Period of Performance: November, 2019-January, 2020
Reference: Dana Pyette, 406-945-1359

Business plan for Aanakyaniiin Wellness Center based on the development of intensive outpatient treatment. Included comprehensive five year pro forma.

Name: Feasibility Study for Permanent Supportive Housing
Entity: Confederated Tribes of the Umatilla Indian Reservation
Period of Performance: June-September, 2018
Reference: Lisa Guzman, 208-816-6858

Feasibility study for the development of permanent supportive housing on the Umatilla Indian Reservation. Included development of a three year pro forma.

Name: Feasibility Study for the Redevelopment of the ReBuilding Center
Entity: The ReBuilding Center, Portland, OR
Period of Performance: June, 2016 – March, 2017
Reference: ReBuilding Center, 503-407-3353

Conducted six community focus groups to explore community opinions around what the ReBuilding Center **should** do; subcontracted with Multicultural Collaborative to explore what the ReBuilding Center **could** do from a financial perspective.

Title: Feasibility Study for Permanent Supportive Housing
Entity: Kalispel Tribe of Indians
Period of Performance: January-March, 2012
Reference: Felipe Gonzales, (509) 445-1147

Conducted a comprehensive feasibility study for the development of permanent supportive housing for approximately 25 Kalispel tribal members who experience severe co-occurring disorders, many of them due to fetal alcohol syndrome/effects. Involved focus interviews with tribal members and government officials. Extensive research on concept, successful projects, outcomes and funding mechanisms including new market tax credits, grants and other funding opportunities. Site visits to PSH sites on Puyallup Reservation and in Portland, OR. Resulted in conversion of Young People's Place into facility for the treatment of those with severe co-occurring disorders.

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Name: Feasibility Study for the Tribal Management of the Chemawa Health Center
Entity: Confederated Tribes of the Grand Ronde Indians
Period of Performance: March, 2006 – September, 2006
Reference: Gary Leva, Gary Consulting, Inc. (509) 535-4475

With funding from the Indian Health Service, conducted a feasibility study for the tribal management of the Chemawa Health Center. Included data analysis of utilization of CHS including analysis by disease state, cost and pharmacy services. Surveyed Tribal members and made recommendations for future direction of the Chemawa Health Center.

Name: Feasibility Study for the Tribal Management of Contract Health Services
Entity: Ely Shoshone Tribe of Indians
Period of Performance: May, 2005 – September, 2005
Reference: Diana Buckner, Tribal Chair (702) 289-4025

With funding from the Indian Health Service, conducted a feasibility study for the tribal management of contract health services. Included data analysis of utilization of CHS including analysis by disease state, cost and pharmacy services. Surveyed Tribal members and made recommendations for future direction of CHS services.

Name: Feasibility Study for the Development of a Foster Home
Entity: Kalispel Tribe of Indians
Period of Performance: November, 2004 – January, 2005
Reference: Cathleen Kintner-Christie (509) 445-1564

Conducted feasibility study for the development of a child foster home on the Kalispel Reservation in Usk, WA. Study included review of all federal and state regulations pertaining to foster home development, placement, personnel and oversight. Interviewed key state and agency officials. Identified federal, state and private, philanthropic funding opportunities. Developed five-year pro forma including construction costs and cash flow projections.

Name: Feasibility Study for the Tribal Management of Health Care System
Entity: Kalispel Tribe of Indians
Period of Performance: March, 2004 – August 2004
Reference: Bob Russell, (509) 445-1762

Conducted a comprehensive feasibility study for the Kalispel Tribe of Indians. Included determination of current utilization through analysis of CHARS, insurance and Indian Health Service data; census analysis; financial analysis of current expenditures and pro forma development for future system; space and personnel recommendations; exploration of funding options; and overall recommendations for future development.

Facilitation/Community Planning

Title: Kalispel Tribal Justice System Planning
Entity: Kalispel Tribe of Indians
Performance: December, 2012 – August, 2014
Reference: Cathleen Kintner-Christie, Administrator (509) 445-1147

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Facilitated comprehensive community planning process for tribal justice system including tribal court and public safety for the purpose of resolving long-standing disputes within tribal community arising from historical trauma and the perceptions of bias held by certain segments within the community. Process involved recruitment of planning community, comprehensive community survey, facilitation of multiple focus groups, and the design and facilitation of a three-day “future search” conference the purpose of which was to find “common ground” among disparate factions within the community by gathering all stakeholders within one room and together honoring the past and acknowledging the present before jointly developing a common vision for the future.

Title: Community Planning for Tribal Wellness
Entity: Malye es' ?lyal (All Heals Circle) of the Kalispel Tribe
Period of Performance: May, 2005- present
Reference: Cathleen Kintner (509) 445-1147

Facilitated a six-month strategic planning process with the All Heals Circle of the Kalispel Tribe for the purposes of developing a comprehensive plan for achieving wellness throughout the Tribe. Included development of baseline measurement performances in all areas of health status and a measurement of community readiness to engage in the process of change.

Strategic Planning

Title: Strategic Planning for the Development of a Comprehensive Language Program
Entity: The Kalispel Tribe of Indians
Performance Period: October, 2012
Reference: JR Bluff (509) 445-1147

Development of a strategic plan to secure funding for a comprehensive language program for the Kalispel Tribe including the development of a K-2 school to be taught in Interior Salish. Explored comprehensive funding options including private, state and federal as well as tax credits and other funding mechanisms. Charter school opportunities explored and defined and recommendations made regarding priorities to be pursued

Title: Strategic Planning for Kalispel Tribal Justice System
Entity: Kalispel Tribal Court
Period of Performance: December, 2012 – August, 2014
Reference: Cathleen Kintner: (509) 445-1147

Development of a strategic plan for the development of a tribal justice system including tribal court and public safety to incorporate traditional mechanisms of justice and safety with the requirements of a fully-integrated government and commercial entity.

Title: Establishment of Health Clinic Under PL 93-638
Entity: Kalispel Tribe of Indians
Period of Performance: October, 2004 – September, 2006
Reference: Bob Russell, (509) 445-1762

All aspects of planning and assistance for the establishment of a health clinic under P.L. 93-638 including data analysis in preparation for negotiations with the Indian Health Service and the Spokane Tribe of Indians, funds development, provider recruitment, staff training, physical design and lay-out, equipment acquisition, licensure,

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governance, and payer contracting. Wrote successful grants for negotiation funds and three-year tribal management grant.

Business Development/Pro Forma Development

Name: Business Plan Development

Entity: Camas Institute

Period of Performance: February – March, 2005

Reference: Kim Peone, Business Manager (509) 343-4178

In preparation for a Circles of Care grant application to the Substance Abuse and Mental Health Services Administration, led one day planning retreat for Behavioral Health Services, drafted business plan and prepared three year pro forma. Engaged in iterative process, including debriefing with all participants, to refine and finalize business plan and pro forma.

Name: Business Plan Development/Grant Writing

Entity: Cook Inlet Tribal Council, Inc.

Period of Performance: February – September, 2005

Reference: Valerie Naquin, Vice President (907) 297-2588

In preparation for a Social and Economic Development Strategies grant application to the Administration for Native Americans of the Department of Health and Human Services, led one day planning retreat for Work Therapy programs, drafted business plan and prepared three year pro forma. Oversaw principle grant writer's grant development effort with weekly telephone calls, reports to superior.

Research, Writing, Evaluation

Name: SORNA Evaluation

Entity: Kalispel Tribe of Indians

Period of Performance: February, 2014 – May, 2014

Reference: Chief James Wynecoop (509) 447-1147

Together with Eddie Sherman (Dine), Against the Current Consulting, conducting comprehensive evaluation of SORNA Implementation by the Kalispel Tribe of Indians and the Department of Public Safety. Included extensive one-on-one interviews, focus groups, a review of statistics and a comprehensive written report with recommendations.

Name: TeenPeace Evaluation

Entity: N.A.T.I.V.E. Project, YFA Connections and VOA Spokane

Period of Performance: October 2004-May, 2005

Reference: Tony Lodge (509) 325-5502

Three Spokane-area not-for-profit organizations are engaged in a highly collaborative programmatic venture to address teenagers exposed to or engaged in violence within their families and relationships. The three partners have adopted the Tennessee-based national model known as TeenPeace. They have contracted with Reichard and

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Associates to conduct a three stage evaluation that includes a community asset mapping, measurement against objectives, statistical evaluation of client progress and client interviews.

Name: Small Business Innovation Research

Entity: Administration for Children and Families

Period of Performance: October, 2004 – November, 2005

Reference: Jo Ann Kauffman (509) 747-4994

The Administration for Children and Families contracted with Kauffman & Associates, Inc. to investigate the impact of Foreign Trade Zones, Rural Enterprise Zones, Enterprise Communities and Empowerment Zones on Indian Country. In addition to conducting a literature review, RAI conducted primary research on one of the zones/communities using census data, Dun & Bradstreet data, home ownership and other means to determine from a statistical vantage point the impact of the zone status on economic development. RAI's primary research included development of a data collection tool to be used by Kauffman & Associates to conduct primary research on eight other Indian zones/communities as part of this study.

Name: Cardiovascular Disease in Native Americans/Alaska Natives

Entity: Indian Health Service

Period of Performance: June-July, 2003

Reference: Jo Ann Kauffman (509) 747-4994

The Indian Health Service contracted with Kauffman & Associates to conduct a study and host a one-day roundtable discussion on the rising incidence of cardiovascular disease in AI/AN populations. KAI subcontracted a literature review to Reichard and Associates. The Roundtable Report is available at www.kauffmaninc.com.

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