



THREE AFFILIATED TRIBES ● FORT BERTHOLD RESERVATION

## Mandan, Hidatsa and Arikara Tribes

TRIBAL EMPLOYMENT RIGHTS OFFICE

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Date: 29 Mar 2018

From: Charles Foote, Executive Director

To: All Certified Indian Contractor with Trucking Services

Subj: GUIDANCE FOR THE MHA TERO TRUCKING MANDATE – TERO NEGOTIATION DOCUMENT

First, I would like to thank everyone for their continued support as we move forward with new operating practices within the TERO Department. Your patience and understanding is greatly appreciated. One thing is always clear as these changes occur and that is TERO's intent of getting work and advancing our Indian Contractors.

There seems to be confusion on what is expected for the implementation of the MHA TERO Trucking Mandate to be successful. To help with the process, MHA TERO has created the **MHA TERO Negotiation Document** that must be completed when meeting with the Awarding Entity and returned to the MHA TERO Indian Contracting Department. Here are some points to remember in using the document to implement the Trucking Mandate:

1. Indian Contractors MUST meet with the Awarding Entity from which you are seeking work.
2. Topic of the meeting will be the MHA TERO Trucking Mandate and completing the MHA TERO Negotiation Document
3. Present and provide a list of your Available Trucks
4. Present and provide all documentation supporting your ability to provide the service i.e. certifications, endorsements, etc.
5. Negotiate a Reasonable Rate/Rate Sheet
6. Complete and return the Original copy of MHA TERO Negotiation Document along with copies of all associated documentation to the MHA TERO Indian Contracting Department

I hope this new document is valuable in your search for work and putting all of your idle trucks to work. It provides you the means to start that conversation with awarding entities to illustrate what you have available. That information is valuable to them and will allow them to become compliant with the MHA TERO Trucking Mandate.

Please feel free to contact the MHA TERO Indian Contracting Department with any questions or concerns during this process. Kelcey Packineau can be reached at (701) 421-1803 and Desiree Conklin can be reached at (701) 421-8231.

Regards,

Charles Foote

TERO Executive Director

A handwritten signature in black ink, appearing to read "C. Foote", written in a cursive style. The signature is positioned below the typed name and title.