



ELEVATING THE 105(L) LEASE PROCESS WITH EXPERT CONSULTING AND SUPPORT SERVICES

**TRIBAL ADMINISTRATIVE SERVICES
CLIENT EXPERIENCE SPOTLIGHT**

TRIBAL ADMINISTRATIVE SERVICES TEAM

HOW FSA-AG CAN HELP

A **105(l) lease agreement** represents a **vital opportunity** for federally recognized tribes to **secure compensation** from the Bureau of Indian Affairs (BIA), Bureau of Indian Education (BIE), and Indian Health Service (IHS) for facility operational expenses associated with contracted or compacted Programs, Functions, Services, and Activities (PFSAs).

FSA-AG is here to empower tribes throughout the process, serving as your trusted partner and subject matter expert.

Understanding Options and Opportunities

“The work is formidable.”

– Kevin Cronk, Tribal Comptroller
Muckleshoot Indian Tribe

- **Problem 1**

Allocating ample resources to organize adequate supporting facility/property information

- **Problem 2**

Identifying eligible PFSAs, facilities, and reimbursable expenses/fair market rental values

- **Problem 3**

Determining lease compensation type and lease request amounts

Policy & Procedure Development Assistance

Partner with FSA to optimize your 105(l) lease process, maximize compensation opportunities, and secure the resources needed to support your tribal programs and services.

Together, we can achieve your goals and advance the well-being of your community.

Subject Matter Expertise	Appraisal Assistance
Comprehensive Assessment	Documentation Support
Facility Identification	Ongoing Communication and Updates
Cost Calculation Methodology	Regulatory Guidance

A TRIBE'S ACTUAL EXPERIENCE

Muckleshoot Indian Tribe

"Drawing on the expertise of our appraiser and that of FSA made the [105(l)]process work easier. Both were able to provide checklists and gather documents. **FSA's ability to revise the floorplans to define spaces and allocate square footage saved me from having to obtain the technology to do so.** We were able to troubleshoot through problems and they were able to organize our work in a way that made the approval and negotiation process run much smoother. **This put us in a stronger negotiation position.** Through negotiation, we lost a couple of arguments but won the major ones. I think this is because of the professional tone we established as a team and with our presentation.

The process is one of synergy--our knowledge skills and abilities plus those of FSA is a situation where the whole is greater than the sum of the parts. The bi-weekly meetings helped me stay on track and kept our progress moving forward. The results were greater than we expected."

– Kevin Cronk, Tribal Comptroller
Muckleshoot Indian Tribe

THE FSA DIFFERENCE



EXPERTISE

We strive to be experts in our field & remain up to date on industry standards while prioritizing learning about each tribe's unique culture & needs. Using this, we can help find the best course of action for our clients.



SERVICE

We provide unprecedented service by transparently setting expectations, establishing consistent meeting schedules & delivering quality meeting materials for each client interaction.



ACCOUNTABILITY

We maintain the highest standards of ethical behavior by doing the right things for the right reasons. Acting honestly and with integrity, and taking responsibility and resulting outcomes is central to the way we serve our clients.



COMMUNICATION

We are committed to consistent and transparent communication by sharing information, insight and advice while actively listening to the needs and concerns of our clients.



EXECUTION

We utilize consistent processes and procedures to coordinate people and resources to achieve timely completion of client deliverables.

TRIBAL ADMINISTRATIVE SERVICES

Helping tribes turn their vision into reality

At FSA Advisory Group, our team of professionals brings together a wealth of experience in tribal administration and finance to deliver tailored solutions that meet the unique needs of tribal communities. We are dedicated to providing specialized services designed to empower tribes, enhance financial management practices, and promote sustainable growth and development.

TRIBAL ADMINISTRATIVE SERVICES

Meet the Team



JUSTIN LEPCIER

Director,
Tribal Administrative Services
Tribe: Menominee Indian Tribe
of Wisconsin



ELIZABETH HARRIS

Relationship Manager,
Tribal Administrative Services
Tribe: Catawba Nation



DAVID LOCKHART

Relationship Manager,
Tribal Administrative Services
Tribe: Sault Ste. Marie Tribe of
Chippewa Indians



DR. SABRINA RENTERIA

Relationship Manager,
Tribal Administrative Services
Tribe: Bishop Paiute Tribe



SANOAH LAROCQUE

Grants Financial Analyst
Tribe: Turtle Mountain Band of
Chippewa Indians



STEPHANIE PRINCE

Grants Financial Analyst



JENNA WILLIAMS

Grants Financial Analyst
Tribe: Mandan, Hidatsa, and
Arikara Nation



info@fsa-ag.com



Contact Us

www.fsa-ag.com

info@fsa-ag.com

850-696-1559

