



# Company Overview: Tribal Strategies in Fuel Retail

by

**FIRSTAMERICAN**  
PETROLEUM

# Company History

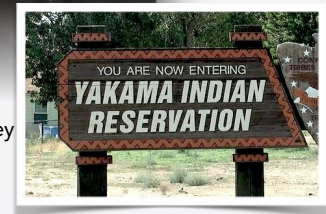
## THE RAMSEY FAMILY

**Over 100 years of tradition in the Ramsey family with business and entrepreneurship**

- Founder/Owner, Robert “Red” Ramsey was born on the Yakama Reservation in White Swan, Washington.
- Family business started with a small cattle ranch on the reservation.
- Brothers Robert Ramsey and Richard Ramsey
  - ◆ Established numerous Yakama Nation licensed businesses
  - ◆ Began venture into petroleum industry in 1989
  - ◆ Yakama Nation Tribal Elders



Robert “Red” Ramsey



# Company History

## PROTECTORS OF TRIBAL SOVEREIGNTY

### The Treaty of 1855 confederated 14 tribes and bands into the Yakama Nation

- 10 million acres of the original Yakama reservation was given to the U.S. Federal Government in exchange for the right to travel and trade with **any and all** reservations within the United States.
- The Yakama people, including the Ramsey family, have persistently fought for and defended their Treaty rights.
- Red Ramsey has spent his entire life working and fighting to provide Native Americans of all tribes, beyond the Yakama Nation, with opportunities to succeed.

Yakama Reservation ●  
Land ceded to the United States ●  
Columbia Basin ●



# Legal | Court Rulings

1997

## Yakama Nation v. Flores

Concerning state imposition of licensing and permitting fees on Yakama logging trucks. Ruled in favor of Yakama Nation: the Treaty unambiguously secures its members the right to travel public highways without restriction.

2019

## Cougar Den v. Washington State

Court declared that the Treaty's terms do not permit restrictions on the ability of Yakama members to bring their goods to and from market. Thus, "imposing fuel tax on Yakama entity as an enterer violates the Treaty's right to travel provision."

1998

## Cree v. Waterbury ("Cree II")

Confirmed that the Treaty secured for the Yakama Nation the right to use future roads to transport goods to market for trade and other purposes.

2007

## United States v. Smiskin

Concerning transportation and possession of unstamped cigarettes without notifying the State. Determined that the Treaty was intended to retain the Yakama right to travel outside reservation boundaries, with no conditions attached.



# Company Overview

**First American Petroleum** is a petroleum wholesaler that distributes fuel products exclusively to gas stations located on tribal trust/reservation land. The company is a Yakama Nation licensed business and is owned 100% by its founder, Robert Ramsey.



# What We Do

# 1

## Project Pre-Development

### Highlights:

- Feasibility Analysis
- Conceptual Design
- Business Plan Development
- Full Funding Package

# 2

## Project Development

### Highlights:

- Design
- Construction
- Independent Project Inspections
- Turn key

# 3

## Management Services

### Highlights:

- Business set-up
- Supplier/Vendor coordination
- Accounting
- Staff training & development
- Operations Management

# 4

## Supply & Transport

### Highlights:

- Ordering
- Automated tank level monitoring technology
- Access to multiple suppliers
- Tech & maintenance support

# Why Work with Us



EXPERIENCE



TRIBAL STRATEGIES



SUPERIOR  
CUSTOMER SERVICE

40+

OVER **FORTY YEARS**  
OF EXPERIENCE

55+

Tribal Customers



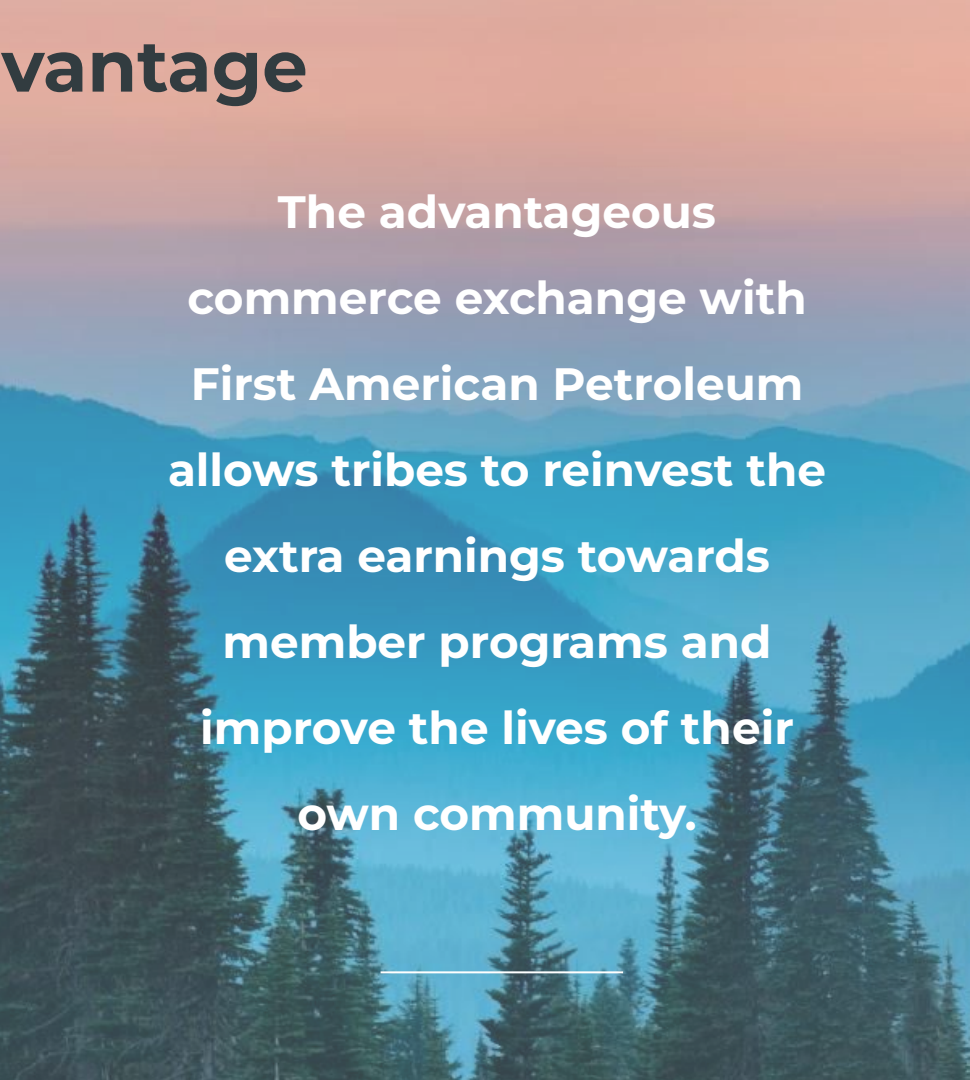
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Station Expansions  
Under Construction



# ✓ The First American Advantage

- 55+ tribes in California have partnered with First American Petroleum and are seeing tremendous benefits.
- Tribes that engage in commerce with First American Petroleum are rightfully exercising their sovereignty.
- Tribes partnered with First American Petroleum have realized significant business and community improvements.



The advantageous  
commerce exchange with  
First American Petroleum  
allows tribes to reinvest the  
extra earnings towards  
member programs and  
improve the lives of their  
own community.

# Our Customers

- Bear River Band
- Berry Creek Rancheria
- Bishop Paiute Tribe
- Blue Lake Rancheria
- Cahuilla Band
- Campo Band
- Cedarville Rancheria
- Chemehuevi Tribe
- Coyote Valley Band
- Fort Independence
- Fort Mojave
- Hoopa Valley Tribe
- La Jolla Band
- Middletown Rancheria
- Mooretown Rancheria
- Morongo Band
- Pala Band
- Pechanga Band
- Picayune Rancheria
- Pit River Tribe
- Rincon Band
- Robinson Rancheria
- Round Valley Reservation
- Tachi Yokut Tribe



- Santa Rosa Band of Cahuilla Indians
- Shingle Springs Rancheria
- Shivwits Band (UT)
- Smith River Rancheria
- Susanville Indian Rancheria
- Sycuan Band of the Kumeyaay Nation
- Torres-Martinez Desert Cahuilla Indians
- Tule River Indian Reservation
- Tuolumne Me-Wuk Tribe
- Yurok Tribe
- ...and more



**Robinson Rancheria**  
Pomo Indians of California

# Customer Testimonials

“ Their level of service continues to exceed our expectations.

**Susanville Indian Rancheria**

“ Our bottom line has blossomed...

First American Petroleum is my first recommendation for any business looking for a fuel distributor.

**Bear River Band**

“ First American has visited our site on numerous occasions to better understand our property layout and even worked with us to recommend new ideas to improve the overall business.

**Bishop Paiute**

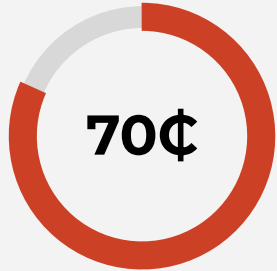
# Financials First American Petroleum

## vs.

### CA Licensed Distributors

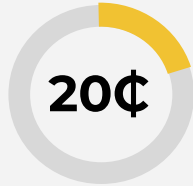
#### Avg. Profit Margins

First American  
Petroleum



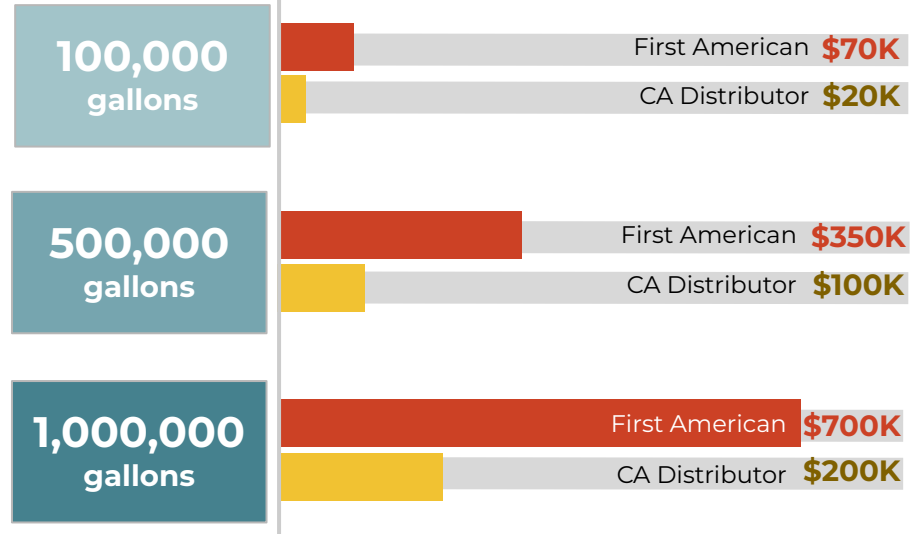
vs.

CA Licensed  
Distributors



#### Revenue Potential

Estimated  
Sales Volume



**Thank you.**

**Questions?**



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