

Alaska Native Village Corporation Association

“Evolving With Our Business”

11th Annual Business Conference

May 8-9, 2019 || Egan Center || Anchorage, Alaska

Agenda At-A-Glance

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Native Corporation

Denali and Mt. St. Elias Members

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11th Annual Business Conference Sponsors

Current Board of Directors

ANVCA is governed by a group of dedicated Directors that exercise our mission statement daily and act in the best interest of Alaska Native Village Corporations. Elections are held at the Annual Business Conference in accordance with ANVCA bylaws.

Chair—Seat H—Expires 2021

Nathan McCowan
CEO, St. George Tanaq Corporation

Vice Chair—Seat C—Expires 2020

Charles W. Totemoff
President/CEO, Chenega Corporation

Treasurer—Seat B—Expires 2022

Jana Turvey
President/CEO, Leisnoi, Inc.

Secretary—Seat F—Expires 2019

Nancy Andrew
President/CEO, St. Mary's Native Corporation

Board Member—Seat E—Expires 2019

Dorothy Shockley
President/CEO, Bean Ridge Native Corporation

Board Member—Seat D—Expires 2020

Ron Philemonoff
CEO, Tanadgusix Corporation

Board Member—Seat G—Expires 2019

Roberta "Bobbi" Quintavell
President/CEO, Sitnasuak Native Corporation

Board Member—Seat A—Expires 2020

Curtis McQueen
President/CEO, Eklutna, Inc.

Board Member—Seat I—Expires 2019

Anne Thomas
President, Chitina Native Corporation

Agenda At-A-Glance

Wednesday, May 8, 2019

- 7:30am—8:30am Registration Open, Upstairs Foyer
- 8:00am—8:30am Welcome Breakfast, LaPerouse Room
- 8:30am—9:30am BREAKFAST KEYNOTE: “Join the Rebellion: Talent Management That Works” - Thomas Showalter , Alera Connect HR; Jonathan King, Halcyon Connect.
- 9:45am—10:00am Networking Break Visit the business fair
- 10:15am—11:30am **Breakout Session 1**
- Space 1 The Need for Investment Portfolio Management On Demand—Prof. Hugh Cohen, PortfolioManagementLLC.com
 - Space 2 Director Service Contracts for a Healthy Board—Brian Duffy, Gruenstein, Hickey, Havelock & Duffy
 - Space 3 Improving Success with New Business Ventures—Erin Sedor, Black Fox Strategy
 - Space 4 AGDC Gasline Update—Donna Bach, Alaska Gasline Development Corporation
 - Space 5 Roundtable: Energy Projects in Alaska, U.S. Department of Energy
- 11:30am—12:00pm **Networking Break and Business Opportunity Fair, La Perouse Room**
- 12:00pm—1:15pm Welcome by GCI; Welcome by John Moller, State of Alaska; LUNCH KEYNOTE: Inside a Private Equity Deal—Dan Miller, Pt. Capital
- 1:15pm—2:30pm **Breakout Session 2**
- Space 1 Federal Employee Health Plan—Cherie Hendrix, The Wilson Agency
 - Space 2 Arctic Futures 2050: A Conference—Malinda Chase, Alaska Climate Science Center
 - Space 3 Cybersecurity—GCI
 - Space 4 What is a Fiduciary and How Does It Impact Your Corporate Responsibilities? – Paul Hurley, Charles Schwab
 - Space 5 Roundtable: Village Operations - running the store, managing the bulk fuel facility, managing waste, etc.
- 2:30pm—3:45pm **Breakout Session 3**
- Space 1 Alternative Planning Criteria in Western Alaska—Jessica Wright, Alaska Maritime Prevention and Response Network
 - Space 2 Using Geophysics to See Beneath the Surface—Esther Babcock, Ph.D., Logic Geophysics and Analytics
 - Space 3 Is 8(a) Right for You? - U.S. Small Business Administration
 - Space 4 Carbon Credit Cap and Trade—Otho Kerr, Utkarsh Agarwal, Debbie Atuk, Denise Farrell, Encourage Capital
 - Space 5 Roundtable: Lands Issues - Contaminated lands, regulatory and permitting, surface vs sub surface issues.

Agenda At-A-Glance

Wednesday, May 8, 2019 (cotd.)

3:45pm—7:00pm GCI Casino Night Reception, Cook Room

Thursday, May 9, 2019

7:30am—8:30am Registration Open, Upstairs Foyer

8:00am—8:30am Welcome Breakfast, LaPerouse Room

8:30am—9:30am **BREAKFAST KEYNOTE: Leveraging ANCSA Settlement Trusts—Chris Slottee, Holland and Knight LLC**

9:45am—10:00am Networking Break

10:15am—11:30am Breakout Session 1

Space 1 Designing Risk Appetite and Tolerance—Erin Sedor, Black Fox Strategy

Space 2 Loan Programs You Probably Don't Know About—USDA, US SBA, US DoC

Space 3 Mastering Growth—How High-Performing Boards Transition—Christian Muntean, Vantage Consulting, LLC

Space 4 Launch Alaska—Isaac Vanderberg

Space 5 Roundtable: Indian Gaming

11:30am—12:00pm Business Opportunity Fair, La Perouse Room

12:00pm—1:15pm **LUNCH KEYNOTE: Sec. 809 Panel, Category Management, and What It Means for Native Contracting—Christine Williams, Outlook Law; John Klein, U.S. SBA (invited)**

1:15pm—2:30pm Breakout Session 2

Space 1 The Entrepreneurial ANC: How to profitably acquire and launch a non-ANC business—Christian Muntean, Vantage Consulting LLC

Space 2 Road to 2020 Census—Charmaine Ramos, U.S. Census Bureau

Space 3 Donlin Gold Update—Kristina Woolston, Donlin Gold

Space 4 How Can Investment and Internal Audit Policies Impact Shareholder Dividends?— Paul Hurley, Charles Schwab

Space 5 Roundtable: Entrepreneurship in rural Alaska—John Bittner, Small Business Development Center

2:30pm-2:45pm Closing Remarks, La Perouse Room

3:00pm-5:00pm Annual Board Meeting and Elections, La Perouse Room

Agenda

Wednesday, May 8, 2019

- 7:30am—8:30am Registration Open, Upstairs Foyer
- 8:00am—8:30am Welcome Breakfast, LaPerouse Room
Aaron Leggett, President of the Native Village of Eklutna
Mayor Berkowitz (invited)
Senator Sullivan and Murkowski (welcome videos)
- 8:30am—9:30am BREAKFAST KEYNOTE: “Join the Rebellion: Talent Management That Works”

Presenters: Thomas Showalter , HR Director, Alera Connect HR; Jonathan King, Consulting Economist and Coach, Halcyon Connect.

We wouldn't expect a pro athlete to work without a coach, why should we expect our professional leaders to be different? It's time to learn how high-quality coaching can help leaders to shift their energy to drive employee engagement and effectiveness to new heights across all tiers of your organization. Performance Reviews, you have failed us for the last time. It's time to jettison what doesn't work and forge a new path to unleashing your employee's potential. Join us for a discussion about performance management that works, and tips on putting performance based pay into practice.
- 9:45am—10:00am Networking Break - visit the Business Opportunity Expo!
- 10:15am—11:30am Breakout Session 1
- Space 1 The Need for Investment Portfolio On Demand

Presenter: Prof. Hugh Cohen, President, PortfolioMonitoringLLC.com

For more than two decades, Prof. Hugh Cohen has lectured at the Goizueta Business School at Emory University, one of the top business schools in the country. Additionally, as an expert witness he has been hired multiple times by the FBI, the SEC, and the US Attorney's Office in cases of investment fraud. Unfortunately, in all of his expert witness work someone has already lost a significant amount of money. Prof. Cohen will be presenting on ways of spotting and preventing financial fraud before there are losses to the investor. He will give examples of red flags that investors can spot and tools investors can use that might help indicate excessive fees, previously unknown risk, or potential fraud, as well as examples from his decades of experience both as a testifying expert, and as President of Portfolio Monitoring LLC. This is one talk that might save you a considerable amount of money. Time will be available afterwards to answer any specific questions you might have
- Space 2 Director Service Contracts for a Healthy Board

Presenter: Brian Duffy, Partner, Gruenstein, Hickey, Havelock & Duffy

Director service contracts are a tool to ensure all directors are working for the corporation. The contracts bind directors to follow the code of conduct and provide for meaningful enforcement mechanisms. By clearly articulating the directors’ duties to the corporation in specific areas like treatment of confidential information, conduct at board meetings, conflicts of interest, treatment of employees, and more, the contract helps keep directors focused on fulfilling their fiduciary duty and working in a collaborate manner. This presentation will teach you how your corporation can incorporate its existing code of conduct and policies and procedures into an enforceable director service contract and will explain how to implement a policy of requiring director service contracts.
At the end of the presentation, you can expect to have a firm understanding of why director service contracts are a “best practice” for ensuring that all directors are working for the corporation.
- Space 3 Improving Success with New Business Ventures

Presenter: Erin Sedor, CEO, Black Fox Strategy

Capturing new and emerging business opportunities can allow a Village Corporation to grow operations, diversify revenue and even create local job opportunities. But it can also result in substantial risk if we fail to understand all the implications of making such decisions. In this session we will discuss how to

assess both opportunity and risk in starting a new business. We will provide a framework that you can implement immediately that will address the following:

- What a Business Case Should Look Like
- Assessing Opportunity & Risk the Right Way
- Success and Exit Planning
- The Roles of Leadership and Board in the Process

This is an interactive session meant for both Executives and Board Directors.

Space 4 AGDC Gasline Update (?)

Presenter: Donna Bach, Director of Alaska Native Affairs, Alaska Gasline Development Corporation

AGDC is poised and continues to pursue the permitting necessary to proceed with Federal Energy Regulatory Commission (FERC) approval by continuing to work and negotiate agreements with potential customers in the Asia Pacific region, as well as viable purchase options for Alaska's natural gas. AGDC has made significant strides in the past four years, and is closing in on a key regulatory achievement, a draft and then final Environmental Impact Statement for the ASAP by January 2019.

The AGDC commercial gas supply team continues to pursue definitive sales agreements between Asia Pacific nations with a focus on the potential of LNG export and sales of Alaska's natural gas. AGDC is pleased with the recent passing of the AFN 2018 resolution by the Native community last October. The non-binding language in the only energy related resolution with potential gains for rural economies was jointly sponsored by ASRC, Doyon, CIRI and Ahtna.

Space 5 Roundtable: Energy Projects in Rural Alaska

11:30am—12:00pm Networking Break—Visit the Business Opportunity Expo!

12:00pm—1:15pm Welcome by John Moller, State of Alaska; LUNCH KEYNOTE: Inside a Private Equity Deal

Presenter: Dan Miller, Director, Pt. Capital

This talk will take the audience inside a private equity deal using the real example of Pt Capital's investment in Keahótel, an Icelandic hotel operator with properties all over Iceland. We will discuss the entire process, from sourcing the investment opportunity, through negotiation, analysis, debt and co-investment, due diligence, and closing, to ongoing monitoring of the portfolio company. Private equity is an asset class that exists on the higher-risk, higher-return side of the risk spectrum, and is well-suited for sophisticated investors that are able to trade liquidity for higher return potential. Like public equity (stocks), returns come from buying and selling the asset at favorable prices, and from cash flow (dividends) generated by the underlying asset. Unlike public equity, investors typically need to be able to invest large amounts at a time, and the companies are not frequently traded, making the task of valuing them more challenging. For that reason, investors who want exposure to this asset class will often pool capital into private equity funds, managed by investment professionals.

1:15pm—2:30pm Breakout Session 2

Space 1 Federal Employee Health Plan

Presenter: Cherie Hendrix, Sr. National Accounts Advisor, H&W Services, The Wilson Agency

Is the Federal Employee Health Plan right for your organization and your employees? We will provide details on the eligibility, plan benefits, administration, pros and cons for consideration on making this decision and a strategic approach.

Space 2 Arctic Futures 2050: A Conference

Presenter: Malinda Chase, Tribal Liaison, Alaska Climate Science Center

Arctic Futures 2050 is a novel conference that brings together Indigenous Peoples, scientists and decision makers from all levels of governments to jointly explore the knowledge needed to inform decisions concerning the Arctic in coming decades. Given the impacts that Alaska Native peoples have experienced

and the projected impacts to come from climate change, it is imperative for village leaders from village corporations and tribes to engage in this event. In this presentation we will share information about how our climate is changing, information about Arctic Futures 2050, and why it is important for village leadership to be at the decision-making table.

Space 3 Cybersecurity—GCI

Space 4 What is a Fiduciary and How Does It Impact Your Corporate Responsibilities?

Presenter: Paul Hurley, Vice President - Financial Consultant, Charles Schwab

Charles Schwab will host a discussion to empower fiduciaries who contribute to financial decisions. Corporate Officers and Directors are expected to carry out their responsibilities following the fiduciary standard of care and loyalty. The role of a fiduciary is to protect the interests of shareholders first while supporting a relationship of trust. Corporate Officers and Directors can implement various practices to document due diligence in fulfilling their fiduciary responsibilities.

Space 5 Roundtable: Establishing a Tribal College in Alaska, moderated by APU (?)

2:30pm—3:45pm Breakout Session 3

Space 1 Alternative Planning Criteria in Western Alaska

Presenter: Jessica Wright, Vice President and Business Manager, Alaska Maritime Prevention and Response Network

We would like to present a history of Alternative Planning Criteria (APC), the inception of The Network, our challenges and successes, and how this currently impacts and could potentially impact Native Villages in the future

Space 2 Using Geophysics to See Beneath the Surface

Presenter: Esther Babcock, PhD, Geophysicist, Logic Geophysics and Analytics

Non-invasive subsurface investigations are useful for resource development, for archaeology and cultural sites, and infrastructure management. Geophysical tools can reduce the cost of site investigations while enhancing the results - a true "win-win" situation. In this presentation, Dr. Esther Babcock, Ph.D. Geophysics, will discuss several applications of geophysics including groundwater mapping, bedrock imaging, mapping permafrost, and locating buried objects.

Space 3 Is 8(a) Right For You?

Presenter: U.S. Small Business Administration

Space 4 Carbon Credit Cap and Trade

Presenter: Encourage Capital

Space 5 Roundtable: Contaminated Lands

3:45pm—7:00pm Evening Reception, Cook Room

Thursday, May 9, 2019

7:30am—8:30am Registration Open, Upstairs Foyer

8:00am—8:30am Welcome Breakfast, LaPerouse Room

8:30am—9:30am BREAKFAST KEYNOTE: Leveraging ANCSA Settlement Trusts

Presenter: Christopher Slottee, Senior Counsel, Holland and Knight LLP

We will present a panel discussion on the importance of ANCSA Settlement Trusts to Alaska Native Corporations and their shareholders, including the innovative ways in which a Settlement Trust can be leveraged by a Native Corporation to both increase the profitability of the Native Corporation and distributions to the shareholders. The panel discussion will address the following topics:

- (1) Creation of Settlement Trusts
- (2) Unique characteristics and restrictions on Settlement Trusts
- (3) The tax benefits from using a Settlement Trust, including increasing the amount receive share holders.
- (4) Benefits realized by shareholders from the use of Settlement Trusts
- (5) Leveraging Settlement Trusts to benefit Native Corporations in areas other than distributions to Shareholders.

9:45am—10:00am Networking Break—Visit the Business Opportunity Expo

10:15am—11:30am Breakout Session 1

Space 1 Designing Risk Appetite and Tolerance

Presenter: Erin Sedor, CEO, Black Fox Strategy

How much risk are we willing to take to grow our business? How much risk can we tolerate before we weaken the organization or lose the confidence of Shareholders? Have we planned appropriately for the risks we know we have? If you cannot easily answer these questions, then you will want to attend this session!

As our businesses evolve, so does the risk. Clearly defining risk appetite and tolerance between Leadership and Board is critical to ensuring the organization is operating as intended - but it is not easy and is often left undone even within large, complex companies. In this session we will address:

- How to define risk appetite
- How to define risk tolerance
- How to determine if you have built adequate risk capacity

This is an interactive session meant for Leadership and Board Directors where you will have the opportunity to begin building these statements for discussion at your next meeting.

Space 2 Loan Programs You Probably Don't Know About

Presenters: United States Department of Agriculture, U.S. SBA, U.S. Department of Commerce

Space 3 Mastering Growth: How High Performing Boards Transition

Presenter: Christian Muntean, President, Vantage Consulting

In many ANC's, the board of directors are often directly involved in managing the corporation. When they are small and business is relatively simple, this makes sense. However, healthy corporations grow. As they expand their staff and begin to build management teams, the role of the board should change. High performing boards shift from providing management to providing governance and oversight. This transition is critical for successful growth. In this workshop you will learn:

- Key similarities and differences in managing boards and governing boards.
- Why governing boards are critical for long-term growth and success.
- The consequences of transitioning too late or too slowly.
- How to recognize when the board needs to shift from managing to governing.
- Common challenges that are encountered during the transition and how to overcome them.
- Core principles to create a smooth transition.

Space 4 Launch Alaska

Presenter: Isaac Vanderberg

Space 5 Roundtable: Indian Gaming

11:30am—12:00pm Business Opportunity Fair, La Perouse Room

12:00pm—1:15pm LUNCH KEYNOTE: Section 809 Panel, Category Management, and What It All Means for Native Contracting—Christine Williams, Outlook Law; John Kline, U.S. Small Business Administration

1:15pm—2:30pm Breakout Session 2

Space 1 The Entrepreneurial ANC: How To Profitably Acquire and Launch a non-ANC Business

Presenter: Christian Muntean, President, Vantage Consulting

According to a recent Harvard Business Review study, between 70% and 90% of all business mergers and acquisitions fail – by either going out of business or just not creating a return on the investment. In spite of these challenges, a strategy of growth through acquisitions can be very successful. But only if done correctly. In this workshop we'll explore:

- The 7 common reasons why acquisitions fail – and how to avoid them.
- The 5 critical areas to focus on when determining if you want to acquire.
- A tool to assess a potential acquisition and make the best decision possible.
- Key principles for successfully introducing new leadership to your acquisition.
- 6 vital steps for managing your new acquisition to a successful launch.

Space 2 Road to 2020 Census

Presenter: Charmaine Ramos, Tribal Partnership Specialist, U.S. Census

The goal of the 2020 Census is to count everyone once, only once and in the right place. The Census, a count of the United States of America (USA) population every 10 years, as mandated by the Constitution. The data collected by the census determine the number of seats each state has in the US House of Representatives, used for redistricting at the state level, and used to distribute billions in federal funds to local communities. The 2020 Census “kicks-off” in Toksook Bay located in the Y-K Delta region, mid-January. Counting rural residents in 200+ villages, or the Remote Alaska Field Operation, occurs in one of three waves between mid-January to mid-April. Rural residents will use paper questionnaires.

Making history together. Similar to Lower 48 field operation, residents living in Alaska’s larger communities may participate in the decennial of population and housing online or by phone. And, of course, by mail.

Space 3 Donlin Gold

Space 4 How Can Investment and Internal Audit Policies Impact Shareholder Dividends?

Presenter: Paul Hurley, Vice President—Financial Consultant, Charles Schwab

Charles Schwab will host a discussion on the development, review and implementation of various investment and internal audit policies and how they contribute to the overall financial health of a corporation. Strong investment policies will define risk thresholds and track performance to

appropriate benchmarks while establishing clear expectations for communication and reporting. Internal audit policies will provide accountability to corporate officers and directors by reviewing processes and procedures for controlling activities and managing risks within the scope of business. Investment and audit policies contribute to financial growth and stability by mitigating risk, controlling losses and growing corporate assets.

Space 5

Roundtable: Entrepreneurship in rural Alaska, John Bittner, SBDC

2:30pm-2:45pm

Closing Remarks, La Perouse Room

3:00pm-5:00pm

Annual Board Meeting and Elections, La Perouse Room

About the Speakers

Board Candidates

Exposition Booths—Arteaga Room