

ALASKA NATIVE VILLAGE
CORPORATION ASSOCIATION



Board of Directors

Chair

Nathan McCowan
President/CEO St. George
Tanaq Corp.

Vice-Chair

Charles W. Totemoff
President/CEO
Chenega Corporation

Secretary

Nancy Andrew
President/CEO
St Mary's Native Corp.

Treasurer

Jana Turvey
President/CEO
Leisnoi, Inc.

Board Members

Curtis McQueen
President/CEO
Eklutna Inc.

Ron Philemonoff
Chairman/CEO
Tanadgusix Corp.
(TDX)

Dorothy Shockley
President/CEO
Bean Ridge Native Corp.

Anne Thomas
President
Chitina Native Corp.

Roberta Quintavell
President/CEO
Sitnasuak Native Corp.

November 6, 2018

Dear potential partner,

Thank you for your interest in becoming an ANVCA partner organization! We are excited to be adding more partners each month, and have enjoyed the momentum in the last couple of years. We look forward to continuing the forward movement with you by our side.

We have just increased the benefits of our \$25K moose level partnerships, partners at this level can choose to sponsor an entire region of Village Corporations to allow them to participate at the highest levels and lowest costs to them. We have also quantified the value of the different levels of partnerships please see the benefits table on [page 6](#).

Alaska Native Corporations (ANCs) generated a collective **\$12.7BN** in revenues in 2017, that's over ¼ of Alaska's total GDP. Forget the 3-legged stool economy, ANCs have given us a chair, stable with all four legs! The village corporations portion is **\$3.7BN**, for the nearly 60 villages we have collected data for so far.

ANVCA seeks to develop and promote Alaska Native Corporations, we want to help the remaining 120 villages who are struggling to get access to best practices, investment opportunities, and good management teams. With you as a partner, we know we can get there.

Enclosed in this packet you will find information about ANVCA, and benefits that are currently offered at the different levels. We hope you will like our plan to utilize these additional resources as we continue to build ANVCA. Please don't hesitate to contact me if you have questions (907) 841-7326

Tsin'aen (thank you),

Hallie L. Bissett
Executive Director

ANVCA is a 501 (c) 6 nonprofit organization.

Our federal tax id is: 26-1698277



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Mission

ANVCA promotes the success of our Village Corporations and protection of our Native lands.

Vision

The vision of ANVCA is to support the mission with projects and activities that provide:

- Education to Village Corporations
- Advocacy for Village Corporations
- Outreach to and inclusion of Village Corporations statewide
- Village Corporation sustainability

About Us

With nearly 200 Alaska Native Village Corporations throughout Alaska, Village Corporation leadership recognized a need for a unified voice among the corporations and believed that Village Corporations would benefit from sharing their best practices. In 2008 the Alaska Native Village Corporation Association (ANVCA) was officially established as a 501(c) 6 nonprofit organization.

ANVCA is the only organization dedicated to furthering the collective interests of Alaska Native Village Corporations through sharing best practices, advocating for their political interests, and providing opportunities to connect with other Village Corporations and partner members. While every Village Corporation has priorities and challenges unique to their organization and the shareholders they serve, many of the same issues impact Village Corporations statewide. ANVCA provides the venue to explore solutions.

Advocacy

ANVCA takes a proactive approach to policy changes and legislation that affect our Village Corporations our actions include:

Written comment on State and Federal administrative actions or rule changes that affect our Members.

Work closely with State and Federal Elected Officials on draft legislation to ensure Village Corporations interests are included

Work with our Members when they are local, state, or federal issues that could impact Village Corporation success, sustainability, or profitability



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Opportunity

Our team works with experts in every industry to deliver meaningful training and investment opportunities to our Village Corporation membership. We deliver this training throughout the year, at monthly “Fishnet” lunches covering various business topics and at our annual business conference in the Spring utilizing subject matter experts from all around the World.

Alaska Native Village Corporations are re-capitalized every year through resource revenue payments they receive from development of Alaska Natural resources on their lands. It is imperative that this capital is invested wisely, and the right tools are utilized to maximize the value to the over 150,000 Alaska Native Shareholders. Oftentimes the only opportunity to generate meaningful profits and dividends is to make investments outside of the village, this actually allows the village to remain virtually untouched – if that is the will of the village.

We seek out expert partners that offer safe reliable return on investment for our risk averse members, also a healthy mixture of more aggressive and exciting investment opportunities. It is often the Alaskan entrepreneurial dream to develop an Alaskan business and eventually sell it to a Native Corporation, ANVCA believes this model requires careful consideration on both sides, and our staff can act as a mediator to these deals when needed to ensure our members are not taken advantage of.

Research

Nearly 50 years after the passage of ANCSA there are many questions that need to be answered. How successful was this “experiment in capitalism”? ANVCA is raising funding to generate economic impact studies that allow us to tell the stories (good or bad) in the Alaska Native corporate community about what ANCSA has meant.

In addition, we seek to bring best practices to our Village Corporations by holding executive roundtables, assisting in developing and housing sample resolutions, board by-laws, death benefit plans, etc. we can significantly reduce the cost this would take for our individual villages to get there on their own.



Partner Benefits

Advertising is investing in success. A partnership with ANVCA allows you to promote your business, message, and product to a large audience of Alaska Native Village Corporations through word-of-mouth, social media and Web based and print material.

Networking is leveraging your business and personal connections to develop relationships with new businesses. ANVCA provides networking opportunities that allow for partners and Alaska Native Village Corporations to connect, discuss relevant issues, and establish mutually beneficial relationships.

Visibility positions your business directly in front of your target audience. A partnership with ANVCA allows for your business to receive positive visibility in front of Alaska Native Village Corporations statewide, as well as other business partners and individuals.

Communication is crucial to the development and expansion of a business. With 25 percent of Alaska Native Village Corporations accounting for Alaska's economy, a partnership gives businesses the opportunity to communicate with some of Alaska's significant economic influencers.

Access new relationships and Alaska Native business building opportunities. Partners are invited to networking events and our annual meeting, and are encouraged to communicate with other ANVCA members.

When you invest in a partnership with ANVCA you invest in business development and greater brand awareness. Supporting ANVCA through financial contributions allows for greater business promotion in front of a large audience of Alaska Native Village Corporations. Partners can attend our events at discount rates and network to establish mutually beneficial relationship and garner business leads.



To Become A Partner

At ANVCA establishing long term Partnerships is essential. Partners are entities that have a similar mission or wish to actively support our mission of promoting Village Corporation success and protection of our Native lands. A Partner is committed to actively work towards the mission.

Below are the four different levels of Partnership. ANVCA encourages participation be based on your corporation's growth and income.

MOOSE LEVEL PARTNER

\$25,000+

The moose is a critical Partner to ANVCA. We rely on large corporate partners for viability the organization. This level of Partnership is designed for committed Partners who value their relationships with Alaska Native Village Corporations or looking to build new relationships. Building moose level Partnerships will allow ANVCA to expand services and projects for the long term economic benefit of Alaska Native Village Corporations.

SALMON LEVEL PARTNER

\$10,000+

The salmon is the Partner we depend on annually at ANVCA. This Partnership level designed for mid to large size Partners who can commit financially to ensure that ANVCA has the resources to maintain and improve services to Members and Partners. Salmon level Partnerships allow the organization to thrive.

CARIBOU LEVEL PARTNER

\$5,000+

The caribou is a key player in the sustainability of ANVCA. These Partners include mid-size and local businesses or organizations who treasure contacts within ANVCA. Caribou level Partners are vital to projects and programming for Members and Partners.

PTARMIGAN LEVEL PARTNER

\$1,000+

The ptarmigan is important to the organization and future of developing Alaska Native Village Corporations. This level Partnership is designed, in part, for those for small business owners and individuals who seek to Partner with ANVCA.



The table below further illustrates some of the many automatic benefits and huge value you will get as an annual Partner organization to ANVCA. We want to provide you with valuable return on investment in our organization, please contact us if you have ideas on connecting with our membership that may not be listed here!

Membership Level	Moose	Salmon	Caribou	Ptarmigan
Annual Dues	\$ 25,000	\$ 10,000	\$ 5,000	\$ 1,000
NEW! Sponsor a Region – partners at this level can choose one of the 12 in-State ANC Regions to sponsor, all villages of that region will then be moved to the “paid” status. If region is already paid, you can sponsor annual meeting registration or fly-in scholarships at this level to your impact region of choice.	X			
Strategic Advocacy teams assigned to your issue and one-pager materials developed for fly-in at State and Federal Level (on approval)	X			
Booth at Annual Conference (\$2500 value)	X	X		
Host lunch or breakfast at annual Conference on topic of your choice (\$6500 value)	X	X		
Formal recognition at each major event	X	X		
Opportunity to host a fishnet or special event on topic of your choice (\$1,000 value)	X	X		
Opportunity to submit article in each quarterly newsletter (and send direct mail) (\$4,000 value)	X	X	X	
Logo on all quarterly newsletters (distributed to over 1400 high level Native Corporation and partner executives) (\$2,000 value)	X	X	X	
12-month banner Ad or logo on ANVCA website (\$1,200 value)	X	X	X	
Logo on Annual Conference Agenda (\$1,000 value)	X	X	X	
Exclusive Member to member business opportunities and access to members only portal	X	X	X	X
Website recognition with link to your site	X	X	X	X
Discounted Fishnet Luncheons (monthly) Save hundreds in registration alone!	X	X	X	X



**Alaska Native Village Corporation Association (ANVCA)
Partnership Agreement**

Date: ____ / ____ / ____

Business/Organization Name	
CEO or Primary Contact	
Other Contacts	
Email Address(es)	
Physical Address, including city, state, and ZIP code	
Phone	
Fax	
Preferred Method of Communication (email, mail, fax, phone)	

If you wish for us to share your information on ANVCA’s website, please include a website link here: _____ (Please send an electronic logo to hbissett@anvca.biz to include in our promotions.)



ANVCA PARTNERSHIP PROGRAM

Please consider entering this partner agreement at the maximum level according to your business to support and build positive relationships with Alaska Native Village Corporations. As a non-profit organization we rely on our business partners as a substantial part of our operating budget.

Level	Moose	Salmon	Caribou	Ptarmigan
Amount				

Amount \$

Check Enclosed Credit Card

Make checks payable to:

Alaska Native Village Corporation Association

OR:

Visa ___ Mastercard ___ American Express ___ Discover ___

Credit Card Number: _____ Exp. Date: _____

Cardholder Name (print): _____

Cardholder Signature: _____

Company Name: _____

Date: _____

MOOSE PARTNER ONLY which region are you sponsoring?: _____

Mail application and payment to:

Alaska Native Village Corporation Association

880 H St. Ste. 201

Anchorage, AK 99501