

ALASKA NATIVE VILLAGE CORPORATION ASSOCIATION



Tuesday, May 30, 2017

7:00 pm to 9:00 pm | **Welcome Reception - CIRI**

Wednesday, May 31, 2017

7:30 am to 8:00 am | **Registration and Continental Breakfast**

Welcome from the Chair – Nathan McCowan

8:00am to 8:30 am | **Welcome from – Mayor Ethan Berkowitz, Senator Lisa Murkowski, Senator Dan Sullivan, and Congressman Don Young (Video or in-person)**

8:30am to 9:30am | **The New Administration and Congress: Boom or Bust for Government Contracting by ANCs?** - Michael Anderson, Executive Director NACA
There have been many changes in just the first months of the Trump Administration and the 115th Congress. What policy, program, and legislative changes have we seen; and what does it foretell for government contracting by ANCs? What can ANCs do to position themselves to take advantage of those changes?

9:45am to 10:00am | **Networking Break**

Break Out Session I 10:15 – 11:45

Session A | **Updates of 8(a) Government Contracting Rules – Ask the Experts!**
Speakers: John Klein and Christine Williams

Session B | **Small Company Big Success – Strategy Foundations that Work**

Organizational success is not limited by size, but it can be limited by lack of sophistication. Many ideas, models and theories surrounding competitive strategy, organizational development, operational resilience and nimble business models are seemingly complicated and arguably written for ‘the big guys’. But we are here to tell you that sophistication does not have to be complicated, and that the best management systems are truly scalable. Creating a solid foundation that integrates strategy, operational execution, risk mitigation and resilience capabilities will allow your company to define its path and achieve its goals. In this session, you will hear from experts that have real experience solving every-day problems inside of Alaska Native Corporations, and we will discuss the most critical elements for achieving the results you’re looking to achieve.

Speakers: Erin Sedor and Thomas Showalter

Best Practices for High Performing Boards

Description: The Board plays an important role in the health and future success of any organization. Would you like to be confident that your board is doing well at serving your organization? Would you know how you can best contribute as a member of a board? Would you like to have a clear understanding of the legal obligations of board members? Maybe you’d like a better understanding of how a board can better relate to conflicts of interest or conflicts as they occur? This workshop will introduce you to the Best Practices of High Performing Boards, with specific attention paid to the unique dynamics that many village corporations encounter.

Session C

Speakers: Christian Muntean

Session D

Growing Locally in Rural Alaska

Vertical Harvest Hydroponics (VHH), a veteran owned company, designs and builds Containerized Growing Systems (CGS), which allow produce to be grown on-site, all year round, virtually eliminating the expensive and lengthy supply chain. Cameron Willingham, a VHH co-founder and horticulturist, will discuss company’s hydroponic farm projects in

remote Alaska, describing the process in its entirety from manufacturing to system installation to growing and selling produce in places like Kotzebue and Dillingham.

Speakers: Cameron Willingham

Session E

Using Big data in Healthcare and Employee Benefits Management to increase Profits

Employers need to provide good healthcare benefits to attract/retain qualified employees . Employee benefit package costs escalate rapidly - straining cash flow and shrinking profits. Using Big Data, Management can leverage information to provide important healthcare benefits, attract & retain talented employees, improve productivity and reduce benefits costs. Karl Potts, Jennifer Meyhoff and Paula Bradison, experts in IT, Employee Benefits and Healthcare Management discuss how to improve corporate performance in this important area.

Speakers: Karl Potts, Jennifer Meyhoff and Paula Bradison

12:00 – 1:00

GCI Luncheon Event

Break Out Session II 1:15 – 2:45

Session A

Village Co-Op Model – what is it? Is it right for you?

Speakers: Andrew Crow

Session B

Shareholder Life Benefits as it relates to Shareholder concerns

why it's better to offer benefits if you are subject to Davis Bacon or SCA than to pay the fringe

Speakers: Terry Allard

Session C

Executive Compensation Structures & Incentive Plans Keys for Competitive, Transparent, and Shareholder – Aligned Compensation Practices – Thomas Showalter

Achieve an understanding of the key components of executive

compensation – compensation philosophies, market analyses, base salaries, short-term incentives, long-term incentives, and perquisites. Learn about how to assemble these components into a comprehensive compensation program that will reflect your organization’s values, support hiring and retention of top executive talent, and provide a strong and transparent link to shareholders’ interests.

Speakers: Thomas Showater

Government Contractors and the False Claims Act

The False Claims Act (FCA) is a federal law that imposes liability on persons and companies—typically federal contractors—who knowingly submit “false claims” for payment to the government, or fail to reimburse the government for an overpayment received. The FCA includes a qui tam provision that allows “whistleblowers” to file civil actions on behalf of the government and recover large awards from the target company. FCA allegations can also lead to federal criminal investigations. Whistleblowers are often employed by the company accused of wrongdoing in the qui tam action and provide the government with significant information about the company’s operations, management, and alleged fraudulent scheme. The presentation will highlight recent trends in FCA actions, provide practical information about, and strategies for, dealing with FCA actions, and discuss operational compliance programs to mitigate exposure to whistleblowers’ claims and FCA allegations

Session D

Speakers: Mary Carter Andruess

Investing 101 and access to capital – what is the proper risk profile and how do I get Comfortable?

An overview of assessing risk when evaluating investment opportunities. In addition, we will review options for accessing capital in relation to the type of business and stage in its lifecycle.

Session E

Speakers: Michael Catsi, John Springstein

2:45pm to 3:00 pm

Networking Break

Break out Session III 3:00 – 4:30

Session A	<p>Proposals: How to Meet Your Customer’s Needs</p> <p>You figured out what federal agency to seek as a customer, and now you have the RFP in hand. Now what do you do to maximize your probability of winning</p> <p>Speakers:</p>
Session B	<p>Contaminated Lands Transferred to Alaska Native Corporations Under ANCSA</p> <p>The Bureau of Land Management recently delivered a report to congress which provided the most comprehensive inventory to date of known contaminated sites on lands conveyed to Native Corporations through the Alaska Native Claims Settlement Act (ANCSA). These conveyed contaminated sites raise many human health and safety, environmental, and economic concerns for communities throughout Alaska. This session will discuss the current status of ANCSA contaminated sites, plans to resolve this statewide issue, and the tools available to address these sites – including brownfields resources available through the Alaska Department of Environmental Conservation and the Environmental Protection Agency that may be able to assist with eligible sites not already enrolled in a cleanup plan.</p> <p>Speakers: Christy Howard</p>
Session C	<p>5 Tips to Quickly Improve Business Opportunities for Alaska Native Corporations: Guy Timberlake of The American Small Business Coalition leverages nearly 3 decades in government contracting to offer up his 5 tips, why they matter, and how to act on them quickly to increase your company’s view of contract and subcontract opportunities while decreasing the cost and time associated with finding viable business opportunities</p>
Session D	<p>Are you and your company protected? Directors’ & Officers’ Liability Insurance – how can it help safeguard you and your company</p> <p>Discuss why D&O insurance is essential, challenges facing Alaska Native Corporations in placement of D&O, what are the policy coverage parts and current claim trends.</p>

Session E
5:00pm – 7:00 pm

Speakers: Sandra Vasquez

**FirstNet -
Evening Reception**

Thursday, June 01, 2017

7:30 am to 8:00 am	Continental Breakfast
8:30am to 9:30 am	Carbon Credits Cap and Trade Speakers: Debbie Atuk
9:30am to 9:45am	Networking break

Break out Session I 10:00 – 11:30

Session A	<p>Staying Compliant with State of Alaska Proxy Regulations - Kristy Naylor, Chief of Enforcement and Securities for the Division of Banking and Securities with the State of Alaska</p> <p>Information to the village corporations and their shareholders regarding the regulations we administer that govern ANCSA corporations' proxy solicitations.</p> <p>Speakers: Kristy Naylor, Bruce Anders</p>
Session B	<p>Cloud-Based Shareholder Records Management Software</p> <p>Description: Maintaining accurate shareholder records is a critical function of any corporation, including ANCs. Accurate records enable corporations to effectively communicate with their shareholders and to generate accurate lists for the purpose of issuing shareholder distributions and tax forms and administering corporate elections. There are a number of software solutions on the market to assist corporations with managing not only these items, but other aspects of shareholder records management as well, such as stock transfers, payment and certificate tracking and withholdings. The newest of these – cloud-based software – is quickly becoming a favorite, because it eliminates the need to purchase expensive servers and hire IT staff for maintenance, and instead requires only an internet connection. Additionally, cloud-based software allows users to access the database from multiple locations, including at different office locations or when offsite conducting shareholder events. If you maintain or administer shareholder records, this session is for you.</p>

Speakers:

Selecting & Supporting an Ideal Executive

Session C

The process of identifying the right person to be CEO (or other executive positions) can be challenging. Once that person is hired, it isn't always clear how a board can best support the success of a senior leader. This workshop will introduce you to a simple tool that will help you identify the characteristics that would make up the ideal leader for your organization. This workshop also explores how a board can best prepare for a great relationship with this leader. Lastly, the workshop will offer principles for building a productive on-going partnership with between the board and the leader.

Speakers: Christian Muntean

Growing Flowers in Alaska for International Markets

Alaska Peony Distributors, LLC

Session D

This session will provide an overview of the Alaska Peony Industry to date. It will include the basics to consider when starting a peony farm, infrastructure opportunities and marketing potential both domestic and international.

Speakers: Mike Williams

Update on Strategies Regarding Cleanup of ANSCA Contaminated Lands

Session E

The presentation will provide an update about the status of ANSCA contaminated lands, and it will highlight advocacy and other strategies for cleanup of contaminated lands.

Speakers: Jeff Makin

12:00pm – 1:00pm Luncheon Event Welcome remarks by Byron Mallott (Invited)

Loren Peterson Nancy Porzio – District Director U.S. Small Business Administration

Ethan Tyler DCCED – State of Alaska Economic Update

Break Out Session II

Session A	<p>The Basics of the SBA’s Section 8(a) Business Development Program and Avoiding Common Pitfalls</p> <p>Description: This presentation shall serve as a basic introduction to the 8(a) program for ANCSA corporations interested in pursuing contracting opportunities with the federal government. The presentation will address formation of new business entities, the 8(a) application process, and guidelines for 8(a) program participation. Attention will be given to avoiding common problems encountered by government contractors, and the decision as to which line(s) of business to pursue.</p> <p>Speakers: Robert Misulich</p>
Session B	<p>Land-Use Planning Tools, Tips, & Resources for the ANC Village Corporation Land Manager</p> <p>The objective of this session is to educate ANC Village Corporation Land Managers, Executives, Board Members, and other staff members on how technology can improve the quality of an ANC’s Land Use Planning Program. This presentation will focus on how unmanned aerial vehicles and other appropriate technology can improve GIS/Mapping Quality and cost effectiveness. Our presenters will also focus on ANC gravel management, resource management, land development, and contaminated sites and how the appropriate use of technology/UAV’s can enhance delivering essential services.</p> <p>Speakers: Jay Hermanson</p>
Session C	<p>Mergers and acquisitions</p> <p>What does a mergers and acquisitions firm do? What are the basic steps you must be aware of when doing M&A? What does the current M&A</p>

market look like in Alaska and which companies are the best to be on the lookout for?

Speakers: Neil Gunn and Paul Wiltse

Session D

Is Tourism Right for Me?

Determining if it's right for the community and/or right for you as a business owner. Learn from those who have done it, and get tools to analyze whether tourism is a good opportunity for your company or not

Speakers: Nolan Klouda

Session E

How can DOE help your Corporation, Understanding the Office of Indian Energy

DOE offers a wide range of services to tribes and Native Corporations ranging from technical assistance and grants. ANVCA is one of DOE's strategic partnerships in Alaska in its efforts to generate more interest in and use by Native Corporations in addressing the high energy costs and related challenges across the state. DOE will highlight past successes in Alaska and provide examples of how interested Village Corporations can best navigate and utilize DOE's free services.

2:30pm to 2:45pm

Networking break

Annual Meeting and Board Elections

3:00pm

Call to Order

Adoption of the Agenda

Approval of 2016 meeting minutes

Voting Procedures Overview

Election

Nominations

Candidate Statements

Break for tabulation

Oath of Office

Any other business

Adjournment

END