BREAKFAST MEETING

Thursday, November 5, 2009

- 1)Call to order Wendy Lindskoog, President
- 2) Self Introductions
- 3) Headtable Introductions
- 4) Staff Report: Jason Brune, Executive Director
- 5)Program and Keynote Speaker:

Native 8(a) Contracting: Providing Value to America, Opportunity For Alaska

Jana Turvey, Vice President, Corporate Affairs, Afognak Native Corporation

Next Meeting: November 18-19: RDC's 30th Annual Conference: Alaska Resources 2010, Dena'ina Civic and Convention Center

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From the Executive Director - Jason Brune



Native 8(a) program should be improved, not eliminated

Recently I sent a letter to Senator Claire McCaskill (D-MO) strongly encouraging her to understand the impacts any proposed changes to the 8(a) program could have on Alaska Natives and the original intent of the Alaska Native Claims Settlement Act (ANCSA). I also wrote the senator to thank her for her willingness to consider and incorporate information on the Alaska Native 8(a) businesses and subsequently modify her position on proposed reforms to the 8(a) program. I encouraged her to listen to the bi-partisan Alaska congressional delegation on this issue.

RDC supports the mission and directives of Alaska Native 8(a) businesses and although there has been significant progress since Congress established the 8(a) program, the original reasons for its creation still exist.

Many RDC members do business in the Lower 48, including McCaskill's home state of Missouri. The success these companies have in Alaska impacts their efforts around the rest of the United States, and vice versa. Missouri has been able to develop its resources and create a healthy, diverse economy. Among that diverse economy are automobile assembly plants and a large agricultural base, both of which have shown significant reliance on government assistance. Alaska, not having a climate or geography for farming and being disadvantaged by distance to market for manufacturing, constantly strives to diversify its economy in other arenas. The 8(a) program helps Alaska

Due to the potentially serious impact proposed changes to the program could have, this issue is of great importance to RDC. The concern of the membership includes both those who participate in the 8(a) program and those who do not, evidence that the program is working to help align Alaska's diverse interests on the economy.

When enacting ANCSA, Congress saw a way to end the poverty that gripped many Alaska Native communities. As the Senate Committee on Interior and Insular Affairs reported while deliberating the Act, "[Alaska Natives] are among the most

"The 8(a) program is critical to the future economic viability of Alaska Native Corporations and in turn, their Alaska Native shareholders. This tool should be improved and used as a model to further the economic status of Native Americans, not eliminated."

disadvantaged citizens of the United States in terms of income, employment, educational attainment, life expectancy, health, nutrition, housing, and every important indicator of social welfare."

Today, many rural Alaskans still have difficulty making ends meet. Alaska Natives comprise 82% of the population in rural parts of the state. Poverty and unemployment rates among rural Alaskans still far outpace those of their urban counterparts. Per-capita income is about half that of non-Natives. The precipitously high cost of living in rural Alaska exacerbates the economic hardships. Alaskans living in rural villages pay extraordinarily high prices for food, energy, and transportation due to their communities' isolation far from the road system and power grid, their villages' low populations, not to mention Alaska's extreme climate.

Indeed, Congress enacted ANCSA in order to provide a means by which Alaska Natives could derive economic benefit from the resources around them, oftentimes in rural Alaska. Native corporations are the largest private landowners in Alaska and responsible resource development offers these corporations the opportunity to generate jobs and economic benefits for their Alaska Native shareholders. Resource development on ANCSA lands partially offsets the economic challenges by stimulating the job market and providing greater financial selfsufficiency for a growing number of Alaska Natives. These opportunities support the implicit promise Congress made to Alaska Natives when it offered them resource-rich lands in exchange for extinguishment of their aboriginal claims.

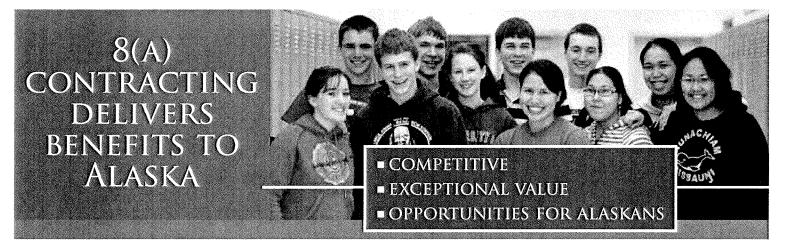
The 44 million acres of fee-simple land that were allocated to Alaska Native corporations through ANCSA were meant

to help bring Alaska Natives to the path of economic self-sustainability. Alaska Native people sacrificed millions of acres of land in exchange for meaningful economic development opportunities. Much of this remaining acreage now exists as national parks and wildlife refuges, unavailable for economic opportunities. Through 7(i) and 7(j) revenue sharing, profits from resource development on their lands are shared with other Native corporations statewide.

But, despite Congress' best intentions, resource development and land title alone have proven insufficient to materially overcome the economic and social challenges Alaska Natives face. The 8(a) program has been an effective tool the federal government has used to help meet the goals of ANCSA.

With success in the 8(a) program, Alaska Native corporations build capacity, develop a trained workforce in diverse sectors, and ultimately provide opportunities for shareholders to advance other causes, such as responsibly developing the natural resources on their land here in Alaska. However, without the economic diversification earned from 8(a) revenues, these companies would oftentimes be unable to bring such responsible Alaskan projects to fruition, ultimately risking jobs, educational opportunities, and further revenue outside of the 8(a) program, potentially increasing reliance on other government programs. Ultimately, for programs like 8(a) to succeed, sufficient time must be given to realize their positive impacts.

The 8(a) program is critical to the future economic viability of Alaska Native Corporations and in turn, their Alaska Native shareholders. This tool should be improved and used as a model to further the economic status of Native Americans, not eliminated.



The 8(a) program - Empowering Native businesses

In recognition of the federal government's unique relationship and obligation to America's indigenous people, Congress expanded the 8(a) contracting program in 1986 to give Alaska Natives – and other aboriginal Americans - special provisions (special preferences).

Congress allowed Alaska Native Corporations (ANCs), along with Native Hawaiians and Lower 48 tribes, to create multiple 8(a) companies and enter into sole source contracts of any size.

The Small Business Administration's (SBA) 8(a) program was created to help small, disadvantaged businesses compete in the federal contracting arena. It was originally developed to allow mostly "mom and pop" operations secure federal contracts. ANCs and other aboriginal Americans help fulfill the program's mission because their sole purpose is to provide social and economic benefits to their shareholders, who number in the hundreds of thousands.

A vital economic engine

The Native 8(a) program has worked as it was intended for many ANCs – and has delivered exceptional value to America.

Native 8(a) businesses have generated more than 31,000 jobs in Alaska and across the nation, millions in economic activity and business opportunities for thousands of vendors.

The program helped contribute to a 35 percent increase in ANC dividends to shareholders, scholarships and job training for hundreds of Alaskans, social service programs for our people most in need and critical initiatives to preserve our culture.

This is one government program that actually works as it was intended.

Frequently asked questions about the Native 8(a) program

1) Why do ANC and Tribal 8(a)s have unlimited sole source capability?

ANCs and Tribal 8(a)s represent thousands of members and Tribal owners. A small regional ANC or Tribe may have 4,000 owners. In order to distribute a dividend and provide other benefits of any consequence, ANCs and Tribes must generate much larger financial numbers than individually owned firms.

2) How important is quality of performance?

Past performance is critical to doing business with federal agencies. Contracting officers consider past performance before entering into a contract with a company. The 8(a) program is designed

to help 8(a) businesses build a record of past performance and build the business capacity to succeed beyond the 8(a) program. It encourages federal agencies to contract with 8(a) companies and form mentor/protégé relationships with other companies.

3) How do 8(a) benefits flow to ANC or tribal members?

Tribal members, Native Hawaiians and Alaska Native shareholders benefit through their respective Tribe, ANC or Native Hawaiian organization, which own an 8(a) company. Profits from 8(a) companies are in the form of dividends, social and cultural programs, scholarships and internships, elders' trust funds and other benefits that are tailored to their communities' needs.

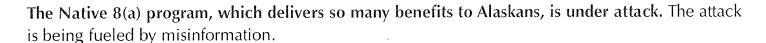
4) How are non-Native-owned 8(a) businesses different from Native enterprises?

An important distinction between Native enterprises and their counterparts in the 8(a) program is that Native enterprise profits flow directly to tribal members, Alaska Native shareholders and Native Hawaiians who are socially and economically disadvantaged. Non-Native owned businesses generally represent one individual or one family while tribes and ANCs typically represent thousands. The 8(a) program for Native Enterprises is working exactly as Congress intended - a way to help disadvantaged Native peoples improve their lives through developing selfsustaining companies that positively impact Native communities.

NATIVE 8[®] WORKS

NATIVE 8@ WORKS

PROVIDING VALUE TO AMERICA AND OPPORTUNITIES FOR ALASKA



The Native 8(a) Works coalition was created to educate, inform and advocate in support of this vital program, which furthers the federal policy of self-determination, the U.S. trust responsibility and the promotion of economic self-sufficiency among Native American communities.

The Native 8(a) Works coalition will:

Engage Alaskans on the value and benefits of Native participation in the 8(a) program.

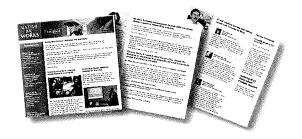
Remind Congress that the 8(a) program works exactly as it was intended and while growing, is still a miniscule piece of the federal contracting pie.

Build support among stakeholders in Alaska and Washington, D.C. alike through a growing coalition of membership and resolutions of support.

Educate statewide and national media that the 8(a) program is delivering exceptional value to the American people.

Demonstrate to Congress that Native business participation in 8(a) is one of the very few federal programs that have made an actual difference in the lives of Native Americans and deserves continued support.

Help protect the 8(a) program by getting involved. Join the coalition at www.native8aworks.org.







ABOUT NACA

The Native American Contractors Association (NACA) was formed in 2003 to represent Tribes, Native Hawaiian Organizations, and Alaska Native Corporations in the national conversation about the benefits of using Native-owned enterprises in government contracting.

WHAT NACA DOES

- NACA delivers a unified voice on issues important to Native-owned businesses to preserve and enhance the ability of Native-owned businesses to participate in government contracting.
- NACA builds strong alliances between members and with other minority and nonminority organizations with similar goals, particularly the National Congress of American Indians, the National Center for American Indian Enterprise Development, and the Alaska Federation of Natives
- NACA works to educate the public, including Congress and federal agencies, about the value Native Enterprises bring to their federal customers and the benefits they provide to their communities.
- NACA embraces good value to the government and national interests, emphasizing the use of best practice models and sustained ethical practices and policies.

NACA MEMBERS

- Receive NACA Member Alerts on urgent legislative or regulatory issues and activities.
- Participate in NACA's Public Relations and Legislative Affairs Committees, helping to shape the message.
- Participate in our Congressional Consultation Days to educate lawmakers on Native contracting issues and advocate preserving and enhancing Native contracting rights.
- Have access to "Members' Only" portions of the website.
- Receive our NACA Weekly Report on legislative and regulatory issues and media coverage relating to Native contracting.
- Receive increased access to business partnership opportunities.

Alaska State Chamber of Commerce 2009 Position

Maintain the Small Business Administration (SBA) 8(a) Business Development Program

The Alaska State Chamber supports at the State and Federal level the practice of providing access to federal contracting opportunities to qualified Native companies provides critical incentives that stimulate economic growth in Native communities, provides economic opportunities for Native American enterprises, provides educational scholarships, and encourages a culture of entrepreneurship. If the 8(a) contracting provisions are adversely changed, there will be a substantial impact on jobs, opportunities and the economy as a result of such action

The Alaska State Chamber will vocalize to the State and Federal decision makers that one of the most successful Federal initiatives has been to include Native Americans (Indian tribes, Alaska Native Corporations and Native Hawaiian Organizations) in the Small Business Administration's 8(a) Business Development program.

The Alaska State Chamber recognizes Alaskan Native Corporations as a growing and successful participant in the 8(a) program and will advocate before the State and Federal delegation that support and advocacy of Alaska Native Corporations in the 8(a) contracting arena



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Native firms face changes to contracting

SBA: Tribal corporations could still obtain no-bid contracts without set limits.

By ELIZABETH BLUEMINK ebluemink@adn.com (10/28/09 21:07:47)

A federal agency is proposing big changes to the controversial contracting program for minorities that spurred massive growth among Alaska Native corporations over the past decade.

The agency, the federal Small Business Administration, on Wednesday published a 31-page proposed rule comprising many changes to its contracting program for minority-owned, disadvantaged businesses, including Alaska Native firms.

Among the changes that could resonate in Alaska:

- The agency could early-terminate Alaska Native firms from the contracting program if they grow over a certain size. Right now, the firms' size matters only when they join the program.
- Alaska Native and tribal firms would be unable to continue their contracting privileges in a certain line of business after those privileges expire simply by creating a new company.
- Alaska Native and tribal firms would not be allowed to subcontract work to their large, non-Native partners. Also, the Native firms would have to do at least 40 percent of the work in those partnerships.
- Alaska Native firms would have to start reporting to the SBA annually how their contracting is benefiting their shareholders.

But the SBA isn't proposing to dismantle the biggest magnet for criticism in its contracting program: The provision that allows Alaska Native and tribal firms to obtain federal contracts without limit on the dollar amount and without competition.

That provision -- inserted in federal law by former Sen. Ted Stevens, R-Alaska -- has generated criticism by Lower 48 politicians and other minority business owners, who say it is unfair to taxpayers and other minorities.

Undoing that provision would require Congress to amend federal law, and Sen. Claire McCaskill, D-Mo., a critic of sole-source contracting, has signaled her intent to pursue such legislation.

The deadline for public comments on the SBA's proposed rule is Dec. 28. The new rules can become final sometime after that.

The SBA said Wednesday it specifically is seeking public input on "how best to limit sole-source awards to ensure that program benefits flow to the intended beneficiaries."

ALASKA REACTION

Executives from some of the state's largest Native corporations said their staffs were poring over the proposed changes.

The impact on individual Native corporations will probably vary greatly because they all run their businesses differently, said Barney Uhart, president of Anchorage-based Chugach Alaska Corp., one of the state's biggest Native firms.

He said he hasn't noticed any proposed changes that would severely harm Chugach.

"At least the process has started, and I'm glad for that. This is the way that (rule changes) need to occur," he said.

One of the seemingly significant rule changes -- the one preventing Native firms from subcontracting work to their non-Native partners -- may not be all that far-reaching because many federal agencies are already disallowing it.

"There has been a push back from agencies not to (allow) that," said Clara Pratte, director of the SBA's office of Native American Affairs.

"These regulations formalize it," she said.

OUTSIDE REACTION

Pratte said some of SBA's proposed changes could address concerns raised by McCaskill's government oversight committee in recent months. The committee has been investigating Alaska Native firms' federal contracting.

In a report published this year, the committee said that the companies had landed nearly \$24 billion in work over the past eight years, and it questioned whether the benefits to Native shareholders were "in proportion to the potential for waste, fraud and abuse" created by sole-source contracting.

McCaskill issued a statement Wednesday saying she was encouraged that SBA has "finally taken some steps forward to improve oversight of the 8(a) program," especially the proposed change requiring the firms to report the benefits they are passing along to shareholders.

But, she said, "Unfortunately, I don't think these actions go far enough. As someone who is highly skeptical of sole-source contracting, I think it should be the exception, not the rule. In this instance, it remains the rule. Large corporations should compete for government business -- period."

The Native American Contractors Association, based in Washington, D.C., said that it hopes Congress will allow the SBA to implement the new rules before seeking legislative reform.

"At the end of the day, NACA and the Native community may not agree with all of the draft regulations, but we do appreciate the SBA's positive efforts to engage the Native community in this process," said Sarah Lukin, NACA executive director.

Find Elizabeth Bluemink online at <u>adn.com/contact/ebluemink</u> or call 257-4317. Daily News reporter Erika Bolstad contributed to this story.

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Preparing for a winter fuel emergency!





Hear what Anchorage municipal and utility leaders are doing to plan for a possible emergency energy shortages this winter, and what gas producing companies and the state of Alaska say is needed to assure reliable energy in the years ahead.

The Alaska Journal of Commerce and Alaska State Chamber of Commerce hosts a luncheon forum

11:30 a.m. - 1:00 p.m. Thursday November 5th



Dan Fagan Moderator

at a the Dena'ina Civic and Convention Center in Anchorage

Don't miss this event!



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Collen Staring
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Brad Evens
Chugach Electric
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Jim Posey Municipal Light & Power



Carrie Lockhart AK Production Manager Marathon Oil Co.



Kevin Banks State Dep. of Natural Resources



Tony Izzo Energy Consultan

Municipal and utility officials are making plans now to keep power and natural gas flowing to homes and businesses in the Anchorage area if an emergency shortage of gas occurs. Find out what the probabilities of shortages are, what plans are being made, and what could happen if the worst occurs - rolling blackouts - and what you can do to prepare.

RDC's 30th Annual Conference

Alaska Resources 2010

Wednesday and Thursday, November 18-19, 2009 Dena'ina Convention Center Anchorage, Alaska

Despite the global recession, Alaska's future remains bright with exciting opportunities across the state's resource development sectors. Ongoing development and production in Alaska's resource industries continue to move forward, providing jobs, income and revenues, all signs of relative economic strength compared to the rest of the nation.

RDC's 30th Annual Conference, Alaska Resources 2010, will provide timely updates on new projects and prospects, address critical issues and challenges, and consider the implications of new federal policies on Alaska's oil and gas, mining and other resource development sectors. The conference will also feature the latest forecasts and updates on Alaska's basic industries, as well as how companies are navigating the current economic environment.

More than 700 people are expected to attend Alaska's most established and highest profile resource development forum of the year, including decision-makers across all resource industries, support sectors, and Native corporations, as well as state legislators, federal, state and local government officials, not to mention educators and students.

RDC would be honored to have your company sponsor Alaska Resources 2010. Conference sponsors and attendees will be treated to a diverse and knowledgeable slate of speakers, networking opportunities, as well as gourmet breaks, lunches and a VIP reception.

Your sponsorship dollars stay right here in Alaska, where RDC puts them to work for its members to influence and shape state and federal public policy, encourage investment in Alaska and grow the economy through responsible resource development.

Please join us at the Dena'ina Convention Center in Anchorage on November 18 and 19, 2009.

Thank you for your support and participation!



Event Sponsorship & Exhibit Opportunities:

Gain recognition and exposure to all RDC members by becoming a conference sponsor! Sponsors are recognized in the conference brochure, on the RDC website, in event notices, the official program, PowerPoint screens at the event and ads in local business publications. Please return the pledge form before October 5th to be listed in the conference brochure. Thank you for your support!

Platinum Sponsor \$5,000

Eight registrations to the conference, sponsor recognition in all conference communications and the *Resource Review* newsletter, 1/2 page advertisement in the conference program, and listing of your company logo in PowerPoint. (Camera ready artwork due: Friday, October 30. Ads are 5"h x 7.25"w. Please send ad and logo electronically to RDC at resources@akrdc.org)

Cosponsor \$3,000

Six registrations to the conference, sponsor recognition in all conference communications and the *Resource Review* newsletter, 1/4 page advertisement in the conference program and listing of your company logo in PowerPoint. (Camera ready artwork due: Friday, October 30. Ads are 5"h x 3.5"w. Please send ad and logo electronically to RDC at resources@akrdc.org)

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Exhibit Showcase at the spacious Dena'ina Center! \$1,000

Exhibit booth at the conference, sponsor recognition in conference communications, and one registration to the conference.

Please return the following pleage form - by Monday, October 5th to be listed in the conference brochure!

Specialty Sponsorship Opportunities

Sponsors are recognized on PowerPoint screens, the official conference brochure and program.

Wednesday or Thursday's Eye-Opener Breakfast (7:00 - 8:00 am) \$4,000 each Every registrant's first stop! A warm buffet with a wide variety of breakfast fare. SOLD OUT

Wednesday or Thursday Morning Breaks \$3,000 each SOLD OUT!

The conference stops for these popular breaks. Advertise your company with our specially-designed breaks!

Wednesday Afternoon Break \$3,000 SOLD OUT!

Network at an old-fashioned ice cream social event with other special treats.

Thursday Send-Off Toast \$5,000

Champagne and sparkling cider, as well as other beverages and chocolate-covered strawberries provide an elegant conclusion to Alaska's premier conference on resource development.

Centerpiece Sponsor \$4,000 SOLD OUT!

Personalized arrangements at each table with your company logo.

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Wednesday or Thursday's Espresso Coffee Stand Sponsor \$2,500 each

A big hit among conference attendees who so much appreciate that gourmet latte, mocha and specialty teas. Your company logo on every cup. **SOLD OUT!**

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Donate a prize of your choice for the popular drawing held at the close of the RDC Conference. Donors are recognized in the conference program.

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Questions? Call (907) 276-0700. RDC will send an invoice or gladly accept credit card payments.

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*As of 11/3. For an updated list of prize sponsors, please visit ameref.org.

Tickets only \$10 each or a book of five for \$40

Proceeds benefit the Alaska Mineral & Energy Resource Education Fund (AMEREF). The George Schmidt Memorial Raffle & Silent Auction will be held at the conclusion of the Alaska Miners Association Banquet on Friday, November 6, 2009. Need not be present to win.

RDC's 30th Annual Conference Raffle Prize Items

Drawing will be Thursday, November 19, 2009, need not be present to win. (as of 11/2/09)

Seven-Day Cruise for Two

Donated by Holland America Line

TOTE dry/wet bag

Donated by TOTE

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Donated by Alaska Airlines

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3 Jacket, Hat and Tie Sets Donated by Usibelli Coal Mine, Inc.

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Two boxes of Noodle Golf Balls Donated by Perkins Coie LLP

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Maps of Alaska Oil & Gas Activities

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Logo Set including Travel Mug, Swiss Army Tool, T-Shirt, Leather Portfolio, and Desk Pen Set

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Annual Membership Categories		
	Corporate	Individual
PLATINUM	\$3000 or more	\$500 or more
GOLD	\$1500	\$300
SILVER	\$750	\$150
BASIC	\$500	\$75

Please circle the category in which your organization should be classified:

Communications • Construction • Engineering/Environmental • Finance
Fishing • Government • Legal/Consulting • Media • Mining • Native Corporations
Oil and Gas • Retail/Wholesale • Support Services • Timber • Tourism
Trade/Business Organizations • Transportation • Utilities/Energy

Method of payment:	Enclosed is a check for: \$	or
MC/VISA/AMEX#	Exp. Date:	

The **Resource Development Council for Alaska, Inc.** is classified a non-profit trade association under IRS Code 501(c)(6). Membership dues and other financial support may be tax deductible as an ordinary and necessary business expense, however, 15.9% of the dues are non-deductible. Dues are not deductible as charitable contributions for federal income tax purposes.