

Bristol Bay Native Corporation In-Region Government Contracting

Overview for 2016 NHOA Business Summit

Legal Department



Goals of In-Region Government Contracting Initiative (IGC)

- Utilize *BBNC's subsidiary capacity*, their experience, relationships, networks, geographical positioning, bonding capacity, business sense by asking our subsidiaries to serve as mentors.
- Mentor our villages in a way that is *mutually profitable* to BBNC and to the Tribes and Village Corporations – all participants learn and earn.
- Develop and provide training programs for IGC Participant's *boards and management*. Build a knowledge baseline and encourage business best practices.

Challenges to Success

- Lack of Best Business Practices
- Geographically isolated
- Lack of for-profit models
- Not enough skilled managers and staff and lack of resources to hire them
- No business background, vocabulary, math skills or business concepts and practices
- Villages certified as 8(a) companies lack capacity most importantly contract performance funds – *the Float*.

IGC Training Dillingham & Anchorage

- Three 2 day Segments
- Module 1:
 - Government Contracting 101
 - Strategic Planning
 - Understanding Financial Statements
 - Commercially Viable Businesses
- Module 2:
 - Corporate Structure/Governance
 - 8(a) Eligibility
 - 8(a) Application
 - SBA Compliance
- Module 3:
 - Strategic Teaming / Partnerships
 - Mentor Protégé Agreements
 - Joint Ventures
 - Contract Performance



Tool Box



Training

Matchmaking

Mentor
Protégé



Prime/Sub
Contract /
Subcontract



Joint
Venture

Loans or Investment



IGC Training

- 4 Village Corporations and 1 Tribe signed IGC Participation Agreements.
- 25-35 people attended each of the three 2 day segments.





**Completion of IGC in Anchorage
May 2016**

Lake Hood in the background

In-Region Government Contracting (IGC) Update Accomplishments

- MedPro Three Star JV awarded 1st contract (Apr. 2016)
- Talarik Research & Restoration, LLC (APC Subsidiary) received 8a certification – preliminary discussions with BERS
- Umyuaq Technologies (Choggiung Subsidiary) 8(a) application pending – preliminary discussions with STS Group of Companies
- Umyuaq Construction (Choggiung Subsidiary) 8(a) application forthcoming – pending discussions with CCI Group of Companies



Metrics

- Conclusion of initial 30 months
 - 2-3 Advanced Training programs - 12 modules Anchorage and in-region:
 - Government Contracting
 - Corporate Governance
 - Extensive Board Training and Review of Corporate Documents and Delegation of Authority
 - MPA and Joint Venture opportunities equaling \$40m total annual revenue in multi-year requirements

Thank you
Questions?