

MICHAEL G. ANDERSON

cell

**EXECUTIVE DIRECTOR, NATIVE AMERICAN CONTRACTORS ASSOCIATION
(NACA)**

Summary of Qualifications

- Expert understanding of federal contracting, small business, and Native enterprise policy, including knowledge of federal laws and regulations affecting Alaska Native Corporations (ANCs), Tribes, and Native Hawaiian Organizations
- 40+ years successfully leading diverse, high performance, cross-functional organizations and teams
- 28 years as an Air Force officer, with training and experience in DOD programs and budgets
- 18 years government relations expertise on Capitol Hill
- 6 years as the Chief of Staff to the now “Dean of the US House of Representatives.” Developed comprehensive legislative strategies, congressional election campaigns, oversaw media relations, and interfaced with federal agencies and the White House
- 6 years in an Alaska Native Corporation including 5 years contractor business development experience focused in the Washington Metro area and 3 years as president of an award-winning Native 8(a) small business
- Native Hawaiian born/raised in Hawaii; well-versed in Tribal and Alaska Native culture and business

Selected Accomplishments

National-level advocate for Native federal contracting and economic benefits. Speaker at Tribal, Alaska Native, and Native Hawaiian government contracting conferences and events. Strategic expertise in federal contracting as it applies to Native enterprises. Authored monthly Native contracting and economic development articles in the *Tribal Business Journal*. Featured in the *Tribal Business Journal*.

Advanced Native economic development through government contracting. As Executive Director, advocated for Native federal contracting through the Small Business Administration’s 8(a) Business Development Program, the Historically Underutilized Business Zone (HUBZone) program, the Buy Indian set aside program, and the Indian Incentive Act. Total Native contract awards grew 22.8% from fiscal 2014 through fiscal 2017, sustaining growth in funding for economic development in Native communities.

Advanced national priorities. As Chief of Staff for Alaska’s Congressman, developed, established, and secured policy, programs, legislation, and funding for issues affecting the Nation to include the Nation’s “First Peoples.” Top Native policy priorities included: advancing tribal recognition and self-determination, economic development through increased business opportunities, infrastructure improvement, health care, and resource development. Managed the Congressman’s legislative agenda and advanced these priorities, often by unifying the efforts of the Native tribes, trade associations, and Federal entities.

Expanded NACA Membership 115% in 3 years. Grew NACA’s membership from 32 to 69 members. Expanded Membership to include individually-owned Native enterprises to bolster NACA’s advocacy profile and economic development impact.

Built, nurtured, and sustained credible relationships. Has developed and nurtured personal relationships with US House and Senate Members and their staff, as well as high level federal and state political, government, and corporate leaders relative to government contracting. Worked with Native trade/industry organizations for 16 years and with relevant lobbying firms for the past 18 years. Capitol Hill expertise was the key factor when competitively selected as NACA’s Executive Director.

Strategist for congressional re-election campaign. Developed and led grass roots campaign strategy for the congressman’s successful re-election. The campaign’s spokesperson to national and local media outlets – to include crisis communications as required. Pioneered internet/email-based promotions;

engineered primary and general election wins despite being outspent 5-1 by opponents. *Politico* ranked the campaign as # 6 of their top 10 national-level political upsets in 2008.

Organized national advocacy campaign. Chief of Staff (personal office) to the Chairman of the House Transportation and Infrastructure Committee. Orchestrated a 2-year campaign, working with local, state and federal political and transportation leaders, and civic groups across the country to garner support for passing a \$292B national transportation bill. Coordinated with transportation industry executives and associations to coordinate key initiative advocacy programs.

Led successful Native 8(a) small business. Appointed President of Wolf Creek Fabrication, a startup small business in the metal fabrication industry. Led market analysis and planning, defined goals, and executed business strategy. Established operational, finance, human resources, and business development functions. Oversaw entry into Native 8(a) program; ensured compliance with Small Business Administration (SBA) and federal contracting regulations and policies. Awarded distinction as one of the "Top 10 Small Businesses to Watch" by the region's Chamber of Commerce.

Grew revenue 255% over 3 years. Created 5-year plan and led marketing, business development, and teaming efforts that positioned Wolf Creek Fabrication to successfully bid on contracts providing fabricated metal products and shipboard installation services. In 3 years was awarded 11 government contracts, grew the company from 5 to 55 employees, produced \$13M+ in annual revenues, and positioned the business for an additional \$50M in future revenues.

Opened up new business development opportunities. Handpicked by Chugach Alaska Corporation to lead business development and marketing efforts in the Metropolitan Washington DC Region. Assessed procurement spending trends; led research and analysis to precisely identify agencies for potential contracts. Pinpointed a new business line for the Corporation to pursue; then, led the team that hired the director for that business strategy.

Extensive Board of Directors experience. Experience serving on multiple non-profit Boards of Directors. Formerly represented Congressman Don Young on the Board of the Institute of American Indian Arts in Santa Fe, NM. Former National Audit Committee Chair who reported to the president/board chairman of the nonprofit American Society of Naval Engineers. Director for a 501(c)(3) that supports Alaska Native children whose families must overcome serious health challenges. Board Treasurer on the National Organization for Fetal Alcohol Syndrome. Board Treasurer on E Ala E Hawaiian Cultural Center, a 501(c)(3) formed to represent and promulgate the Hawaiian culture on the US East Coast.

Firsthand experience in Native American communities. Regular visits to remote Native communities in the 48 contiguous states, Alaska, and Hawaii. Led and held discussions with elected leaders and elders concerning their cultural history, as well as their economic, resources, education, and health care issues. As NACA's Executive Director, speaks directly to Native audiences on the challenges and benefits of government contracting as an economic development tool.

Career History

Native American Contractors Association (NACA) is the only advocate for community- and individually-owned Tribal, Alaska Native, and Native Hawaiian enterprises engaged in federal contracting. NACA's mission is to protect the rights of Native American enterprises to create economic development through government contracting as a result of the nation-to-nation trust relationship recognized in the Constitution and treaties. NACA's Membership serves government customers in all 50 states and internationally.

Executive Director, NACA, 2015 to present. National advocate for Native federal contracting enterprises through judicial, legislative, and administrative channels and processes. Works with Small Business Administration, Department of Defense, Department of Interior, and Indian Health Services policy executives and managers to protect and advance Native contracting policy. Meets regularly with Members of Congress and their staffs to educate and advocate on behalf of economic development through Native contracting. Nurtures and sustains collaborative relationships with other like-purposed

Native Associations seeking the overall betterment of Native communities through self-determination. Travels extensively to receive first-hand experience and knowledge about the potential and impact of Native contracting programs on Native communities. Organizes and executes successful national level conferences and venues promoting federal contracting policy and advocacy.

Chugach Alaska Corporation is one of 12 regional Alaska Native Corporations. Established in 1971, today it is Alaska's 6th largest corporation and earns \$700M+ in annual revenues through federal and commercial contracts at sites located worldwide. It is the parent company to Chugach Government Solutions, LLC, a holding firm for federal services contracts, and Wolf Creek Fabrication Services, Inc., a former small business subsidiary that had provided metal fabrication products and services.

Director, Government Relations, Chugach Alaska Corporation, 2013 to 2015. Reported to the corporation's Chairman of the Board. Protected, advocated for, and advanced Chugach corporate and policy interests on Capitol Hill in government contracting, commercial businesses, and Chugach regional programs. Developed and directed legislative strategies working with congressional offices, federal agencies, and relevant trade associations. Managed the corporation's East Coast Regional Office in Washington, DC.

Market Developer, National Capitol Region, Chugach Government Solutions, LLC, 2012 to 2013. Reported to the Senior Vice President for Business Development to lead and grow strategic business development efforts in Washington DC area. Identified, built relations, and marketed capabilities in operations support, construction, IT, education, and fabrication products/services to government and commercial customers. Expanded business-to-business efforts. Opened doors with State Department and Homeland Security specialists in just two months; facilitated company move into cybersecurity.

President, Wolf Creek Fabrication Services, 2009 to 2012. Managed startup from "Day 1." Provided metal fabrication, testing, and repair/maintenance products/services ranging from unique mobile platforms to monitor oil spills, to fabricating and installing special, ruggedized furniture to outfit an entire US Navy carrier. Established functions for accounting, human resources, logistics, procurement, manufacturing/production, and contracts management. Had full P&L for a 55-employee company with a \$13M annual budget. Held a perfect OSHA safety record in a highly industrial environment. Wolf Creek was selected by Hampton Roads Chamber of Commerce as one of the "Top 10 Small Businesses to Watch in 2011" in the area's 5-city region, and was nominated as a Hampton Roads Chamber of Commerce "Small Business of the Year in 2012."

United States Congress. Congressman Don Young has served as Alaska's at-large US Representative for over 44 years and is the Dean of the House. In the past, he chaired the House Natural Resources, the House Transportation and Infrastructure Committees, and various subcommittees within those committees.

Chief of Staff, Congressman Don Young, 2003 to 2009. Oversaw staff in Washington, DC and Alaska, providing services to 695,000 constituents. Engineered and executed strategies to support legislative/political agenda serving Alaska and the Nation. As spokesperson, developed and executed various media and public relations strategies including crisis management communications. Worked directly with senior government department executives, national policy makers, and corporate executives. Raised \$7M+ in political funds. Managed 16 staff and \$3.5M annual budget. Successfully managed the most challenging campaign in the Congressman's 44 years of office. Graduated from the highly selective Stennis Congressional Fellowship.

US Air Force. Completed a decorated, 28-year military career in nuclear and air combat operations, aircraft maintenance, logistics, program management, defense policy research, and legislative affairs. Retired as a colonel.

Staff Director, Secretary of the Air Force Legislative Liaison Directorate, 2001 to 2003. Chief of Staff for a 77-person directorate. Directed legislative strategies and policies advocating Air Force programs in Congress. Managed human resources programs such as compliance, training, and career development. Improved the Air Force's share of military construction dollars by \$5B, a 9% increase. Key strategist in

developing the compromise legislation that made the Air Force Memorial a reality. Directorate cited as an “Outstanding Unit,” a rare achievement for an Air Force agency.

Division Chief, Secretary of the Air Force Legislative Liaison Directorate, Programs and Legislation Division, 1999 to 2001. Advocated \$50B+ in Air Force acquisition, personnel, readiness, construction, and environmental programs. Built and sustained positive relationships with Congress. Authored strategy to “sell” Congress on nationwide Air Force aircraft and unit moves. Led 15 staff. Handpicked as the Air Force lead on 31 highly visible congressional delegation trips to 41 countries with 89 Members of Congress, including Speaker of the House of Representatives.

Class President, Air War College, 1998 to 1999. Presided over a 256-member class, representing top 8% of US Air Force senior officers, and top 1% of international senior and general officers from 40 countries. Earned the Secretary of the Air Force Leadership Award as the #1 War College graduate among 1,000+ graduates nationally.

Commander, 27th Logistics Group, 1996 to 1998. Led 1,800-member group supporting four flying squadrons. Directed \$39M+ expenditures through 40K+ annual contracting actions largely including small businesses. Managed \$20M annual budget, 622-vehicle fleet, 146 facilities (valued at \$47M) and 8 direct reports. Oversaw development of complex initial operational logistics support for 2 new weapon systems. Achieved highest “Outstanding” rating during a corporate-level operational evaluation.

Deputy Commander, 35th Logistics Group, 1993 to 1996. Deputy Commander of a diverse 1,100-member group composed of US and Japanese personnel. Chaired committee directing \$3.7B in new logistics facility construction in 5 years. Transformed group into the Air Force’s “Best Logistics Group” in the Pacific theater.

Earlier career with the US Air Force included:

- **Senior Air Force RAND Fellow**, Project Air Force / RAND Fellowship
- **Commander**, Organizational Maintenance Squadron; Avionics Maintenance Squadron
- **Acquisition Program Manager**, B-1B Systems Program Office
- **Operational flying and staff positions**, B-52 and B-1B aircraft

Education & Additional Information

Degrees

MS, Business Management, University of Northern Colorado
MS, Strategic Studies, US Air Force Air War College
BS, Engineering Mechanics, US Air Force Academy

Certifications

Masters Certificate in Contracting, George Washington University
Program Management and Acquisition Logistics, Level I, Defense Acquisition University

Boards of Directors

E Ala E Hawaiian Cultural Center (Board Treasurer)
Lu Young Children’s Fund (Board Member)
National Organization for Fetal Alcohol Syndrome (Board Treasurer)

Business/Professional Groups

Air Force Association (Life Member)
American Small Business Coalition (Associate Member)
Lions International (Member)
Military Officers Association (Life Member)
National 8(a) Association (Member)
National Congress of American Indians (Individual Member)