TCC Marketplace CHECKLIST

☐ Ensure you meet eligibility criteria
  o This is a regional competition open to tribal members of the TCC region. Tribal members residing in one of the rural communities will receive more points.
  o Businesses must be located in one or more of TCC communities.
  o The five finalists need to be willing and available to present their business plans to a panel of judges as part of the competition on March 14th 2017 in Fairbanks at TCC’s Convention.
  o Participants must agree to use the $20,000 prize to start the business discussed in the winning plan.
  o Businesses supporting the use of alcohol, drugs, tobacco, and gambling are not eligible.
  o Proof of residency
  o Description less than 500 words.
  o If partnership 51% must be tribally owned.

☐ Complete application filled out
☐ Three references
☐ List of Partners (must be tribally owned 51%)
☐ Business Overview
☐ Description of Business Concept or Company Description (500 words or less description)
☐ Job Development/Economic Stimulation
☐ Financial
Business Plan Competition-Application to Compete

To apply for the competition please fill out the following application and answer the business concept questions below. Please answer questions using separate attached word or PDF document. See submission instructions for more information.

Please accept my application for participation in the Tanana Chiefs Conference Marketplace Business Plan Competition. As principal applicant for the business listed below, I plan to write a business plan if selected on the basis of this Apply to Compete form as a participant in Phase 2.

By submitting this form, each applicant listed below agrees that they have reviewed the competition rules and agrees to abide by the rules of the competition.

Each applicant also grants permission to the competition to publicize their name, a brief description of their business plan, and their photograph if they are names a finalist for Phase 1 or a winner of Phase 2 of the competition.

Business Name: _____________________________________________________________

Business Location (Proposed or actual): __________________________________________

Business Website (Write N/A if not applicable): _________________________________

Business Annual Income (Write N/A for Start-up): _______________________________

Principal Applicant Name: ____________________________________________________

Email: ___________________________ Telephone: _______________________________

Mailing Address: _____________________________________________________________

If Additional Applicants

Co-Applicant Name: __________________________________________________________

Email: ___________________________ Telephone: _______________________________

Mailing Address: _____________________________________________________________

Applicant Name: _____________________________________________________________

Email: ___________________________ Telephone: _______________________________

Mailing Address: _____________________________________________________________

www.tananachiefs.org
For Phase 1 application please answer each of the following questions about your idea or business. Submit answers in a separate word or PDF document. Answers must be attached to the Apply to Compete registration form and be no more than seven pages for all questions. **DO NOT submit a business plan.**

- **Business Overview**
  - Your name and contact information
  - Company name and address, or proposed name and location
  - Current stage of development (e.g., idea, startup, new product development, business expansion, etc.)
  - Ownership and management team composition and relevant experience
  - List of partners.

- **Description of Business Concept or Company Description (500 words or less description)**
  - What is the problem, need or opportunity you want to solve or take advantage of?
  - What is the product or service to be provided by the business?
  - How your product or service is different and better compared to other products or services addressing the same problem or need?
  - Why am I starting a business?

- **Job Development/Economic Stimulation**
  - How will you ensure that revenue from the business stays in the local economy?
  - How will your business contribute to the development of leadership and self-determination in your community?
  - How will your business contribute to sustainable job development?

- **Financial**
  - Draft budget
  - Draft Narrative

**References**

List at least three people who serve as your business advisors and a brief description of why you seek their advice. Advisors may be mentors, elders, friends, family members, etc.

Name:__________________________ Phone Number:_____________________ Email:______________

Name:__________________________ Phone Number:_____________________ Email:______________

Name:__________________________ Phone Number:_____________________ Email:______________

Name:__________________________ Phone Number:_____________________ Email:______________

Name:__________________________ Phone Number:_____________________ Email:______________
How to submit

*Late and incomplete applications will not be reviewed.

Registration deadline for the TCC Marketplace Business Plan Competition is 5 p.m. AKST on Friday December 16th, 2016. To register, return the Apply to Compete registration form and your Business Concept Description to the TCC Planning and Development Program via email, mail, or in person.

Submission options

<table>
<thead>
<tr>
<th>Email</th>
<th>Email:<a href="mailto:Brianna.gray@tananachiefs.org">Brianna.gray@tananachiefs.org</a></th>
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<tbody>
<tr>
<td></td>
<td>To Apply to Compete form and Business concept should be submitted as a single attachment to an email. The business name must be the document name (example:businessname.pdf) Subject title of email must read: TCC Marketplace</td>
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<tr>
<th>Mail</th>
<th>Tanana Chiefs Conference Planning and Development 122 1st avenue Suite 600 2nd floor Fairbanks AK 99701</th>
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<td></td>
<td>Request a document tracking or delivery confirmation service.</td>
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For more information please contact: Brianna Gray at 907-452-8251 ex 3150