



2018 Aleutian Marketplace Competition

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Aleutian Marketplace Business Plan Competition Winners Announced

Regional competition supplies \$20,000 worth of new business seed money.

Anchorage, Alaska – The Aleutian Pribilof Island Community Development Association (APICDA) and the Aleut Corporation (TAC) are pleased to announce that \$20,000 will be invested in the three startup businesses that won the Aleutian Marketplace Business Plan Competition.

The \$10,000 first-place winner is Dustan Dickerson from Raven Bay Seafoods, an Unalaska-based octopus bycatch specialty seafood business. Second place earning \$7,000 was secured by Piama Oleyer from the Island Packer Alaska Company, an Unalaska-based tender and cargo vessel that plans to deliver hot meals directly to the fishing fleet. The Kufiinikax project, sponsored by the St. Paul Island Youth Tribal Council, won the \$3,000 third-place award for their proposed coffee shop and community gathering place.

The Aleutian Marketplace Competition received 10 business plan submissions and three finalists moved forward to the presentation round of competition based on their written plan scores. The independent judging panel, made up of small business owners familiar with rural Alaska, determined the final ranking of the finalists by using the combined score from the written and presentation portions of the competition.

“We are proud to have invested over \$60,000 in the region through the Aleutian Marketplace initiative to stimulate commerce and help new businesses get started,” said Larry Cotter, APICDA CEO. “The residents of the region are deeply committed to community sustainability and they know economic diversity is a key strategy to meet that goal; they have been very supportive of this competition.”

Thomas Mack, President/CEO of the Aleut Corporation added, “Special thanks to GCI, Wells Fargo and TelAlaska for sponsoring the competition this year. It is great to see established companies supporting the growth of small family-run businesses in rural Alaska.”



Raven Bay Seafoods, an Unalaska-based octopus bycatch specialty seafood business, won the first-place \$10,000 prize for the Aleutian Marketplace Business Plan Competition. Owners Dustan and Evie Dickerson are pictured with competition sponsors. LtoR: Laura Delgado, APICDA; Jenifer Samuelson Nelson, GCI; Dustan and Evie Dickerson with grandson, Emmet Ridinger, Raven Bay Seafoods; Sharon Guenther Lind, The Aleut Corporation; and Dave Goggins, TelAlaska.



Island Packer Alaska Company, an Unalaska-based tender and cargo vessel that plans to deliver hot meals directly to the fishing fleet, won the second-place \$7,000 prize for the Aleutian Marketplace Business Plan Competition. Owner Piama Oleyer is pictured with competition sponsors. LtoR: Laura Delgado, APICDA; Jenifer Samuelson Nelson, GCI; Piama Oleyer, Island Packer Alaska Company; Sharon Guenther Lind, The Aleut Corporation; and Dave Goggins, TelAlaska.



The Kufiinikax project, sponsored by the St. Paul Island Youth Tribal Council, won the \$3,000 third-place award for their proposed coffee shop and community gathering place. Council Vice President, Katrina Melovidov is picture with competition sponsors. LtoR: Laura Delgado, APICDA; Katrina Melovidov, St. Paul Island Tribal Youth Council; Jenifer Samuelson Nelson, GCI; and Sharon Guenther Lind, The Aleut Corporation.

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APICDA is a non-profit dedicated to sustaining the communities and cultures of rural Alaska villages in the Aleutian-Pribilof region. APICDA is one of six western Alaska CDQ organizations; the program allocates a percentage of all Bering Sea and Aleutian Islands quotas for groundfish, halibut and crab. The CDQ program was established to provide economically disadvantaged coastal communities the opportunity to generate capital to develop stable local economies based upon the fishing industry. APICDA and its subsidiary companies generate proceeds through the management of the quotas to achieve its charitable purpose of supporting the villages of Akutan, Atka, False Pass, Nelson Lagoon, Nikolski and St. George.

The Aleut Corporation is one of the 12 Regional Alaska Native Corporations formed under the Alaska Native Claims Settlement Act of 1971. Based in Anchorage, Alaska, the corporation represents 3,900 shareholders living in the Aleutian and Pribilof Islands region, the Pacific Northwest and the rest of the United States. Operating as a for-profit corporation, the Aleut family of companies offers product and service capabilities including environmental remediation, base operations support, mechanical contracting, oil field services, real estate management and water testing to a wide range of customers and government agencies throughout the United States.