

**2/16/10  
CONFIR-  
MATIONS**

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CONFIRMATIONS</subject><comm>HFIN26</comm></target>

## LARAINÉ L. DERR

9325 View Drive  
Juneau, Alaska 99801

FAX (907) 790-1803  
Home (907) 789-3634

### Work Experience:

- 2007-Current      Owner-operator, Chez Alaska Cooking School  
Full-time cooking school for education and entertainment. Employs five chefs. Provides demonstration classes for cruise ship tours from May through September. Hands-on classes the remainder of the year, contract with Johnson Youth Center for culinary arts curriculum, home schooled student weekly classes, CBJ bi-monthly Wellness classes.
- August, 2005 -      Business Administrator – part-time – Alaska Youth Choir  
July, 2006
- October, 2004 -      Director, Governor's Boards and Commissions Office, State of Alaska  
May, 2005  
Responsible for recommendations to Governor for 120 Boards and Commissions with over 1100 members. Governor's staff liaison to Departments of Education, Revenue, the University of Alaska, and the Alaska Industrial Development Board.
- February, 1997 -      President/CEO, Alaska State Hospital and Nursing Home Association  
Oct., 2004  
Responsible for 37-member association's daily activities, working in concert with the board of directors executive committee and members to jointly achieve the goals, mission and vision established and approved by the board and implemented by the executive committee with reliance upon the chairs of the standing committees.
- February, 1995 -      Administrative Head, School of Business & Public Administration,  
Feb., 1997      University of Alaska Southeast  
Responsible for statewide Bachelor in Business Administration program and Certified Public Manager Program. Department of 18 faculty, 10 staff.
- July 1, 1994 -      Commissioner of Revenue, Department of Revenue/State of Alaska  
Dec., 1994  
Administrator in charge of Department of 400 employees. Responsible for the following Divisions: Oil & Gas Audit, Income & Excise Taxes, Child Support Enforcement, Charitable Gaming, Treasury, Alcohol Beverage & Control Board, Municipal Bond Bank, Permanent Fund Dividend, Administrative Services and the Hearing Officers. Member of following Boards: Alaska Permanent Fund Corporation, Alaska Housing & Finance Corporation., Alaska Industrial & Energy Development Corporation, Alaska Student Loan Corporation., State Bond Committee, Municipal Bond Bank, Executive Committee of National MultiState Tax Commission and Federal Tax Commission.
- April, 1993 - July, 1994  
Deputy Commissioner, Department of Revenue, State of Alaska

Administrator in charge of Treasury for the State responsible for approximately \$3 billion in investments, cash management of all funds that flow through the State of Alaska, and accounting for all assets held and invested for the State; administrative officer of the Alaska State Pension Investment Board, fiduciaries for Public Employees', Teachers', Military and Judicial Retirement Funds which have over \$6 billion; responsible for Treasury budget of \$22 million, debt management which arranges for all bond issues.

- 1987 - 1993      Director of Business Services, Juneau School District, Juneau  
Administrator in charge of finance, budget, maintenance, data processing services, facilities, and pupil transportation. Responsible for \$37 million budget; 5 program directors with 160 classified employees; on-going interactions with school board, city assembly, and legislature, facilities committees, budget task force committee, parent groups; financial advisor for negotiations with classified and certificated staffs; constructing new facilities, dealing with federal and state agencies
- 1981-1987      Statistical Supervisor, Planner, Project Director, State Department of Education, Juneau  
Supervisor of unit that was responsible for state aid payments to all districts, federal PL874 aid to districts, federal liaison for interaction on National Common Core of Data; manager of state wide study on foundation funding
- 1983-Present      Organized and instructed several classes in leadership, computer spreadsheets, data bases, and word processing, *University of Alaska Southeast and in-district*
- 1981      Legislative Administrative Assistant, Alaska State Legislature, Juneau  
Dictated correspondence and conducted constituent office visits. Developed reports for and attended committee meetings
- 1975-1980      Chemist and Engineer, Alaska Lumber and Pulp, Sitka, AK  
Two and one half years as utility chemist; two and one half years as appropriations engineer responsible for contracts management. Position involved working throughout mill to assure pulp was "on-grade", coordination with professionals through laborers.
- 1973-1975      Analytical Coordinator, Oregon State College, Corvallis, OR  
Managed five laboratories participating in international research effort to model biological world
- 1967-1972      Technician, University of Alaska, Fairbanks, AK  
Soils laboratory technician in laboratory doing research on arctic tundra, analysis of soils for pipeline installation, interior forest growth
- 1964-1967      Technician, Colorado State University, Ft. Collins, CO

Research in veterinarian medicine, 1 year; research in forestry, 1 year;  
microbiology, 1 year

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Page 3

**Volunteer Experience:**

Current: Vice-Chair and Finance Chair, Alaska Mental Health Trust  
Chair, University of Alaska College of Fellows  
Member, Juneau Convention & Visitor Bureau  
Member, Juneau Women's Network  
Member, PEO  
Chair, Advisory Board, Certified Public Manager Program, University Statewide  
Member, University of Alaska Foundation Finance and Audit Committee  
Current board member and Charter member, Southeast Alaska Food Bank,  
Food chair and cook, Thanksgiving in March fundraiser  
Costume designer and seamstress, Juneau Douglas High School Theater  
Board Member & Treasurer, The Whale Project

Past: First Lady's Volunteer of Year, Statewide Award, 2006  
Juneau, Citizen of the Year, 1996  
Delegate, National White House Conference on Aging, 2005  
Delegate, Nation White House Conference on Indian Education, 1990  
Member, Alaska 2000 Committee, Appointed by Commissioner of Education  
President, University of Alaska Southeast Alumni Association  
President, Alaska School Business Officer's Association, Member, American  
School Business Officer's Association  
Chairman of Board, Alaska Division, American Cancer Society, past local  
president, chairman of Western Area Leadership Conference, western  
United States  
Member, Constituting Convention for formation of the Alaska Synod of the  
Evangelical Lutheran Church in America  
Chairman, finance committee, council member, Resurrection Lutheran Church  
Chairman, Sitka School Board  
Chairman, Fourth District Republicans  
Member, Past Chairman, Big Brothers/Big Sister  
Member, Tongass Girl Scout Board

**Education:**

**Doctorate of Laws Honorary Degree**, University of Alaska, 2009  
**Master's in Business Administration**, University of Alaska Southeast, 1984  
**Bachelor of Arts in Education**, Chemistry, Wayne State College, Nebraska, 1964

Have made presentations at many workshops, training seminars and published in national journals.

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Mary Jane Michael  
2421 Wellington Court  
Anchorage, Alaska 99517  
[maryjanemichaelak@gmail.com](mailto:maryjanemichaelak@gmail.com)

Home (907) 258-2701

Cell (907)440-1707

## **PROFESSIONAL EXPERIENCE**

### **Executive Director 2003 to 2009**

#### **Office of Economic and Community Development, Municipality of Anchorage**

For the past six years served as an executive to the Mayor, responsible for promoting public and private economic development projects for the Municipality of Anchorage. Highlights have included the new Dena'ina Civic and Convention Center completed in September of 2008, the transfer of the Museum from a public to private non-profit entity, the Library Renewal Initiative, reorganization of the Parks and Recreation Department and the creation of the Parks and Library Foundations which raised more than \$30 million combined. Supervised the completion of the Downtown Comprehensive Plan and helped spearhead the revitalization of one of our most underserved neighborhoods, Mountain View. Responsible for seven departments including the Planning Department, Heritage Land Bank and Real Estate Services, Libraries, Parks and Recreation, the Department of Neighborhoods, the Port of Anchorage, and the Anchorage Community Development Authority. Responsibilities also included formulating and approving budgets, departmental reorganizations, multimillion dollar grant writing, real estate, capital improvement project planning and local, state, and federal requests.

### **Executive Director and CEO 1999 to 2003**

#### **Anchorage Neighborhood Housing Services**

Executive Director for Anchorage Neighborhood Housing Services (ANHS) a non-profit community development corporation dedicated to promoting affordable housing and neighborhood revitalization. ANHS is affiliated with the National Neighborhood Reinvestment Corporation and is certified as a Community Financial Institution. From 1998 to 2003 ANHS loaned \$18 million and leveraged \$34 million in first mortgages. Of the 545 loans made to low to moderate income families, 91 of those borrowers were persons with a disability. Additionally, ANHS owned and managed 1,150 units of affordable rental housing in twelve locations citywide. Total assets at the time were \$62.2 million. Other responsibilities included overall management, legislative affairs, and grant writing.

### **Executive Director 1981 to 1999**

#### **The ARC of Anchorage**

For 18 years served as the Executive Director for The Arc of Anchorage. The agency grew from a budget of \$180,000 a year to \$12 million serving more than 400 individuals. Programs included an array of services for children and adults with developmental and other disabilities including a day activity center, 24 hour residential care, case management, in-home family services, respite, and specialized services for persons with

dual diagnosis and emotional disturbances. Responsible for securing the funding, purchased, renovated and/or constructed more than 60 housing units, single and multifamily, to ensure safe, affordable housing. Worked with the Governor's Office and the legislature on many issues facing persons with disabilities throughout the State of Alaska. Other duties included assets management, program development, grant writing, public relations, fundraising, legislative affairs, and advocacy.

## **EDUCATION**

- 1986 University of Northern Colorado, Greeley  
Master of Arts in Rehabilitation Counseling with an emphasis in vocational evaluation
- 1976 California State University, Fresno  
Bachelor of Science in Therapeutic Recreation

## **BOARDS**

- 2009 to present Alaska Mental Health Trust Authority  
2000 to present The Arc of Anchorage Foundation  
2003 to 2006 Anchorage Community Development Authority  
2004 to 2006 Civic Ventures Board of Director's  
2004 to 2005 Anchorage Community Land Trust  
2003 to 2005 Anchorage Convention and Visitors Bureau  
2003 to 2005 Alaska Native Heritage Center  
2002 to 2007 Special Olympics of Alaska

## **AWARDS AND HONORS**

- 2009 Legislative Commendation for Service to the City of Anchorage and the State of Alaska  
2005 Heart of the City Award "Visionary Award" Downtown Partnership  
1996/2005 YWCA Outstanding Professional in Chosen Field Nomination  
1999 International People First Conference Award  
1998 Gold Key Award, Key Campaign  
1998 People First Award for Support  
1997 State of Alaska, Recognition of Harborview Hospital Closure  
1991 Legislative Commendation for Services to the Developmentally Disabled  
1990 Outstanding Service to the National Conference of Executive Directors/  
The Arc of the United States  
1986 Kappa Delta Pi Honor Society  
1984 The Arc of Alaska Commendation  
1984 The Arc of Anchorage Board Commendation

November 18, 2009

THE TRUST

NOV 20 2009

RECEIVED

Mr. Jeff Jessee, Chief Executive Officer  
Alaska Mental Health Trust Authority  
3745 Community Park Loop, Suite 200  
Anchorage, Alaska 99508

Dear Mr. Jessee,

I have interest in serving on the Board of Trustees for the Trust Authority. As a lifelong Alaskan, I can bring the following experience and strengths to the board:

\*A decade of service as Trustee and Chairman of KPFST, a Permanent Fund Settlement Trust serving over 1,000 Alaskan beneficiaries with a balance sheet of \$14,000,000.00

\*Prior service as Chairman of the Board of The Salvation Army Alaska, one of Alaska's largest non-profits with 19 locations statewide and a 38 member advisory Board

\*Extensive Board Service including ten years of service on the Sealaska Corporation Board, and three years serving as Finance Chairman

\*25 years of Real Estate Expertise including completion of over \$150 million in Commercial Investment grade transactions in Alaska and in several lower 48 states on behalf of corporate investors

\*As CEO of a privately held corporation, full charge responsibility for managing over \$20 million in corporate assets and management of over 31,000 acres of fee simple land

\*Finally, I have an in depth knowledge of both rural and urban Alaska and important issues facing AMHTA beneficiaries

If these are the kinds of skills and abilities that you seek on the board of Trustees, I would be very interested in serving.

Thank you for your consideration.

Sincerely,



Carlton R. Smith  
3000 Goodwin Road  
Juneau, Alaska 99801

# CARLTON SMITH

3000 Goodwin Road, Juneau, AK 99801 • (907) 463.4800 wk • carltonsmith@gci.net

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*Corporate leader and investment professional* with 20+ year success record of crafting financial turnarounds and growth by instituting corporate governance true to core mission, creating financial discipline within subsidiaries, and structuring top asset portfolio performance to fuel cash flow / long-term growth.

*Extensive corporate board experience.* Stanford graduate. Skilled steward for real estate, portfolio management, land, and ANCSA settlement trusts for corporate/high-net-worth investor portfolios up to \$225+M. Own positive relations with government and Alaskan community. Deep understanding and respect for native culture and goals.

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## Value Offered

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- **Strategic Leadership & Opportunities Analysis** – Evaluated the competition, establishing lead banking facilities for Kootznoowoo Real Estate LLC entities. Forged organizational and financial strategies that cut portfolio admin costs and radically increased ROI on their \$10M business revenue and a \$12M real estate portfolio.
  - **Financial Management & Turnarounds** – Restructured Kootznoowoo Inc., restoring profits in less than 2 years. Led loan workout with Wells Fargo Bank, forestalling foreclosure.
  - **Boards & Due Diligence** – Director, corporate officer, and board advisor for multiple ANCSA corporations. Named to national Dept. of Commerce panel to evaluate new Native American Entrepreneurship and Trade office. Assistant Corp. Secretary to Sealaska and subsidiaries; driver of all outreach to 15,000 shareholders.
  - **Corporate Real Estate** – Assess, broker opportunities, and acquire properties for ~ \$50M portfolios. Oversee property management agreements for portfolio holdings with external property managers in multiple markets.
  - **Trusts & Investment Policy** – Facilitated Kootznoowoo executives, staff, and auditing team in setting audit standards, corporate governance, investment guidelines, and portfolio performance standards. Managed stock, real estate, and business investments in Permanent Fund and Elder's Settlement Trusts. Managing member of 3 LLC real estate entities: Chatham Properties, Mitchell Bay Properties, and Admiralty Bay Properties, LLC.
  - **Land Management** – Deep knowledge of land stewardship. At Kootznoowoo, oversaw 31,000 acres of ANCSA land, handling environmental, security, timber harvests, marketing, and co-management with US Forest Service.
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## Professional Experience

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THE CARLTON SMITH COMPANY, [www.thecarltonsmith.com](http://www.thecarltonsmith.com), Juneau, AK

1989 - 1998 and 2001 - Present

### President / Chief Investment Adviser

Represent corporations, both in-state and nationwide, native and private, in various types of real estate transactions including: sales, commercial leasing, valuations, acquisitions, exchanges, and property management. Coordinate acquisitions for corporate clients with balance sheet equity in excess of \$50M. Key clients include:

#### Village Corporations

- **Shee Atika** – Advisor for creation of a real estate policy. Conducted board training. Facilitated \$28M portfolio of investment-quality lower-48 income properties with returns that outpaced policy guidelines.
- **Shee Atika Fund Endowment** – Identified and secured \$7m of property in 2005 within policy guidelines.
- **Goldbelt Inc.** – Profitably sold 2 subdivisions, an office building, and a distressed sand and gravel tract.
- **Kootznoowoo, Inc.** – Established holding company structure and LLCs to own and manage acquisitions. Acquired and managed \$12M portfolio comprised of NNN and multi-tenanted properties.
- **MTNT Limited** – (5-village corp. consortium). Negotiated favorable purchase of a 75-unit downtown Anchorage apartment building. Developed corporate real estate policy for acquisitions and management/ resale of corporate land owned by 975 shareholders.

#### Regional Corporations

- **NANA Development Corp.** – Facilitated purchase from Puget Sound Bank of a 41K SF Class A office building in Anchorage as NANA corporate headquarters. Conducted buy/sell analysis of 88 multi-family units and a 17-acres industrial parcel in Kotzebue, AK.
- **CHUGACH** – Provided foreclosure consulting for re-marketing the sale of 2 Anchorage headquarters buildings. Negotiated both sales.

**Professional experience (continued)**

THE CARLTON SMITH COMPANY – continued

**Regional Corporations** – continued

- **AHTNA Corporation** - Provide investment analysis and leasing services.
- **Central Council of Tlingit Haida Indian Tribes of Alaska** - Designated leasing broker, CCTHITTA.

**Private Corporations**

**Alaska USA Federal Credit Union; The Salvation Army, Alaska Division; The Church of Jesus Christ of Latterday Saints (National); Federal Express; First Bank of Ketchikan; The Grand Camp of the Alaska Native Brotherhood**

MAMMOTH EQUITIES LLC, Mission Viejo, CA

2001 -2004

**Vice President, Capital Markets**

Raised investment capital from high-net-worth individuals, Native American tribes, and ANCSA corporations. Maintained investor relations for investors nationwide including investment reporting and asset performance.

- **Investor Relations & Capital Growth:** Served a national equities firm with \$225M under management. Groomed relationships with new and existing investors, including corporate and high-net-worth individuals. Supervised a \$16M portfolio, including asset allocations, distribution policies, and reporting to stakeholders.

KOOTZNOOWOO INCORPORATED  
TAQUAN AIR SERVICES

1998 – 2001  
1998 – 2001

**Chief Executive Officer**

Took on challenge of leading and crafting the comprehensive turnaround of an overextended ANCSA native organization and a cash-poor airline subsidiary. Analyzed existing assets, opportunities, organizational strengths and weaknesses, human capital investment and a diverse investment portfolio. Developed and executed a two-prong strategy that instituted cuts and *near-term profits/sufficient cash flow restoration in just 20 months* and overhauled operational/investment practices, creating *ample long-term income* for sustained growth and solvency.

Led leadership team, 22 staff, and 2 field offices. Worked closely with Finance Officer, finance staff, and external auditors to strengthen audit standards, corporate governance, analysis of new investment opportunities, and establishment/monitoring of portfolio performance standards. Used trusts/legal vehicles to avoid foreclosures.

■ **Strategic Leadership & Organizational Development**

- **Redesigned the corporate staffing structure** to better establish direct reporting relationships and accountability for specific corporate functions with new individual position descriptions company-wide.
- **Brought portfolio management oversight in-house, cutting costs 50% and upping returns.** Promoted the Vice President of Finance to Senior Vice President of Finance to provide direct oversight for Portfolio consultants, money managers, and Real Estate financing and refinancing activities.
- **Bred accountability: Implemented quarterly/semiannual /annual personnel evaluations.**
- **Formalized quality service delivery, leading creation of procedures, policies, and manuals.** Structured and led development of personnel manual and office procedures manual for corporate and subsidiary employees, including the addition of updated policies on company security, use of computers, and corporate ethics. Developed job categories/supporting job descriptions for all positions.

■ **Financial Management:**

- **Executed the creation of Kootznoowoo, Inc.'s commercial real estate portfolio,** achieving profitability for the parent corporation in 20 months. Formulated short- and long-term strategies for acquisition, management, and disposition of a real estate portfolio valued at \$12 million.
- **Maintained exceptional returns for a \$10M portfolio** and slashed overhead costs. Stringently introduced a prudent asset reallocation/balanced investment strategy, replacing former high-risk practices. Established formal investment policy to support Board's strategic vision and mission.
- **Successfully restructured debt** with Wells Fargo Bank and all major creditors, avoiding foreclosure.

**Professional experience (continued)**

SMITH STEVENS INSURANCE – Anchorage, AK 1995 - 1999

**Chairman of the Board**

Led development and profitable operations for Alaska's first MWBE financial services firm. Correctly identified need for a local provider of investment, employee benefit, and HR administrative services that understood the Alaskan community. Served business needs for payroll deduction, life insurance, and employee benefit plans. Acted as local underwriter for major insurers, i.e., Premera Blue Cross, TransAmerica, NY Life, and Principal Financial Group. Primary clients: Alaskan Native Tribes, Village and Regional Corporations and subsidiaries.

Other employment: SEALASKA– Juneau, AK 1980 - 1984 and 1996 - 1998

**Assistant Corporate Secretary/Manager, Investor Relations (1980-1984)/ Boardmember (1989-1998)**

*As sole administrative liaison to 18-member Board and 8 standing committees:* Researched and provided strategy and planning recommendations, strategic communications, logistics, documentation compilation support, and overall coordination of governance/investment issues. Developed and implemented outreach, annual meetings, communication plans/proxies, and compliance to satisfy the needs of 15,000 shareholders.

*As a boardmember charged with portfolio due diligence and policy development:* Led creation of first-ever investment policy for a \$135M balanced portfolio. Instilled financial discipline, overseeing outside financial consultants and money managers in the development of asset allocation guidelines.

**Education & Licenses**

**B.A., Economics/Political Science - Pre-Law.** Stanford University, Palo Alto, CA

**Commercial Real Estate Brokers License,** State of Alaska #10266

**Personal Lines Insurance Brokerage License,** State of Alaska

**Board and Trustee Positions**

**CHAIRMAN:**

Kootznoowoo Elders Settlement Trust	2001 – 2007
Southeast ANCSA Presidents Association	1998 – 2001
Alaska Brick Company	1990 – 1998
Sealaska Corporation, Chairman, Finance Comm.	1992 – 1995
Chatham Seafoods Company	1992 – 1998
Fairbanks Sand & Gravel	1992 – 1998
Sealaska Timber Corporation, Vice Chairman	1997 – 1998
Salvation Army, Alaska, State Board Chairman & Director	1993 – 1996
Alaska State Chamber of Commerce, Executive Committee	1998

**DIRECTOR:**

SE Regional Council, Boy Scouts of America	1999 – 2002
Sealaska Corporation	1988 – 1998
National Native News	1996 – 1998
Alaska Native Cultural Center Capital Committee	1997 – 1998
Swecker Salmon Farms	1990 – 1991
Big Brothers/ Big Sisters of Southeast and Statewide Merger Board	2007 - 2008

**TRUSTEE:**

Kootznoowoo Permanent Fund Settlement Trust	2004 – 2009
SEARHC Foundation	2002 – 2008
SE Tribal College	2001 – 2003
Sealaska Heritage Institute	1981 - 1991

**OTHER**

Admiralty Island Alliance	Founding Officer, Vice President & Secretary	1999 - 2001
Alaska State Chamber of Commerce	Executive Committee	1998
Pew Charitable Trust	National Civic Entrepreneur	1998
Sealaska Heritage Foundation 501©(3),	Founding Officer, Vice President & Secretary	1981 – 1991