



ARROWHEAD GLOBAL, LLC  
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August 6, 2018

TO: NCAIED AIPTAC RE: SMALL BUSINESS SUCCESS STORY

I am a member of the Mille Lacs Band of Ojibwe from northern Minnesota. I live in Tampa, FL and started Arrowhead Global in 2013. Arrowhead Global is a small, economically disadvantaged, Native American owned, HUBZone, 8(a) certified business. We have been a certified participant in the SBA 8(a) SDB program since October 2017. I am writing to acknowledge the valuable support we have received from the NCAIED AIPTAC and most importantly to say THANK YOU.

During the past several years, we have received truly invaluable support and guidance from George Williams and his team. Most notably, I would like to call out Mr. Adolfo Vasquez. Mr. Vasquez is a wealth of knowledge and experience to whom I am ever grateful for his willingness to invest time and energy into helping our business succeed. Ironically, his support has not only lead us down the path of winning contracts... but fortunately, it's also lead us down the path of choosing NOT to pursue certain contracts. We believe therein lies the true value of our partnership with the NCAIED. They have demonstrated a commitment to helping us learn how to identify which contracting opportunities possess the best opportunity for success (for both us and for the customer.)

As a defense contractor, Arrowhead Global is "on a mission in support of the mission." Our business is focused on building and/or repairing planes, ships and ground vehicles and we have recently launched a construction division focused on military base work. During Arrowhead's first year in business, we were awarded just one (1) contract. Since then, our federal prime contracting business has steadily grown and today it represents approximately 25% of our overall business. During the past 3 years, we have averaged approximately 80 federal prime contracts per year. I am very proud to say that in July 2018, we received our very first 8(a) contract and I credit the NCAIED AIPTAC for playing a key role in making this possible. Thank you sincerely Adolfo and team!

Best Wishes,

A handwritten signature in blue ink that reads "Chad Hill".

Chad Hill, CEO  
Arrowhead Global, LLC