

**GENERAL QUESTIONS OR ASSISTANCE**

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AKHIOK-KAGUYAK, INC



# AKHIOK-KAGUYAK, INC NEWSLETTER

October 2018

*Our Shareholders Come First*

Dear Shareholders,

We submitted our first Small Business Administration 8(a) application on February 2, 2018 for Sugpiat Group, LLC. Our application was approved by the SBA on October 10, 2018!



SUGPIAT GROUP, LLC



The Board of Directors are very excited about the new 8(a) Government Services company and the new revenue streams it will provide for the corporation in the years to come.

I am pleased to announce that we have supplied \$36,752.48 towards shareholder scholarships thus far in 2018, and we are very proud to hear Mr. John Yakanak graduated this year with a Masters Degree from Alaska Pacific University!

In the future, we are looking to create a Shareholder Assistance Program (SAP) that will help provide many additional benefits to our shareholders in addition to the shareholder dividends, elders program, burial assistance, shareholder hire, employment training and enhanced scholarship programs.

In this issue, we are spotlighting new staff! AKI has grown to 9 staff members, and as we grow, we will continue to hire those who can make Akhiok-Kaguyak, Inc. a company to admire.

See you in December for the Christmas Party!! Save the date cards will be in the mail sometime in November after Thanksgiving.

Quyana!

**Robert Simeonoff, Jr.**  
*Akhiok-Kaguyak Inc. Chairman*

## BOARD OF DIRECTORS

- Robert Simeonoff, Jr.**, *Chairman*
- Pauline O'Brien**, *Vice-Chair*
- Cheryl Eluska**, *Secretary*
- Ernie Berestoff**, *Treasurer*
- Gary Rozelle, Sr.**, *Member*
- Fred Coyle, Jr.**, *Member*
- Ralph Eluska, Sr.**, *Member*

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## AKI MANAGEMENT & STAFF

### Michael Bradshaw

President & CEO

Phone: 907-290-2822

### Betsy Pugh

Chief Financial Officer

Phone: 907-290-2746

### Sherylyn Asch

Chief Growth Officer

Phone: 703-967-2531

### Cheryl Eluska

Director of Operations

Phone: 907-290-2762

## PRESIDENT'S LETTER

Dear Shareholders,

AKI has made significant progress over the past 12 months. We have established three new subsidiaries in our Government Services Group to support our entrance into Government contracting as we expand our products and services to the U.S. Government. Each subsidiary will apply to become a U.S. Small Business Administration (SBA) 8(a) program (*benefits highlighted below*).

- **Sugpiat Group, LLC** - received its SBA 8(a) certification
- **Sugpiat Defense, LLC** - submitted application for SBA 8(a) on Oct. 2
- **Jadin Tech, LLC** - will submit SBA 8(a) application on/before Oct. 31

We have created our Commercial Group which consists of Olga Bay, LLC and I400 W. Benson, LLC. Additionally, we have signed an agreement with Verde Technologies in Minnetonka, Minnesota to distribute their Deterra Drug Deactivation System exclusively to the U.S. Government and to Indian Health Services.

Over the next few months, we will be completing the development of an Autonomous System that will allow for the monitoring and protection of our lands. We will be demonstrating the Lands Monitoring and Protection

(LaMPS) program as well as other leading-edge technologies at the Reservation Economic Summit (RES) which is scheduled for March 25-29, 2019. During the conference our staff will present on Cybersecurity and LaMPS to generate interest within the Alaska Native Corporations (ANCs) and Tribal Corporations to collaborate with AKI and our subsidiaries.

Should any shareholder have questions or comments, my door is always open to allow for direct communications.

Best Regards,

**Michael S. Bradshaw**  
President & CEO



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## U.S. Small Business Administration (SBA) 8(a) Government contracting advantages

- Alaska Native Corporations (ANCs) may be awarded sole-source contracts of any size. They are exempt from the 8(a) sole-source thresholds of \$4 million for service contracts, and \$6.5 million for manufacturing contracts (FAR 19.805-1)
- ANC sole-source awards cannot be protested [CFR 124.517 (a)]
- The 'Head of Agency' justification and approval requirements for native 8(a) contracts from \$22-93 million is no longer at the head of agency level and can be delegated to a lower level within the agency
- The approval threshold should NOT be seen as a barrier to awarding these contracts
- ANCs may own multiple 8(a) companies [13 CFR 124.109 (c)(2)(iii)]
- Small Business Administration defines all Alaska Native Corporations as Indian Tribes for purposes of eligibility for special programs (13 CFR 124)
- "Indian organizations and Indian-owned economic enterprises shall have the maximum practicable opportunity to participate in performing contracts awarded by Federal agencies." (FAR 26.102)



## ELECTION RESULTS 2018

The duly appointed Inspectors of Election at the Akhiok-Kaguyak, Inc Annual Meeting of Shareholders do hereby certify that:

1. The Annual Meeting of the Shareholders of Akhiok-Kaguyak, Inc was held on May 26, 2018, in Anchorage, Alaska beginning at 10:00 AM.
2. The number of shares of stock of the Company issued and outstanding and entitled to vote at the meeting was 14,067.22 according to a listing of shareholders prepared and certified by the Secretary/Treasurer of the Company and dated as of March 28th, 2018, the record date.
3. The total number of voting shares present at the meeting, in person or by proxy, was 10,844.71, or 77.09 percent of the total issued and outstanding and entitled to vote at the meeting.
4. The total number of shares represented by proxy in the Election of Directors was 10,460.71. The total number of shares voting by ballot in the Election of Directors was 384. The total number of votes cast, by proxy or by ballot, for directors at said election was 10,844.71.
5. We received and tabulated the votes so cast in the Election of Directors of the Company, and the results were as follows:

NAME	NUMBER OF VOTES
Ralph Eluska Sr.	7,458.72 votes
Pauline O'Brien	8,116.09 votes
Gary Rozelle, Sr.	12,471.19 votes
Elizabeth Rastopsoff	4,488.13 votes
<b>TOTAL VOTES CAST</b>	<b>32,534.13 votes - (10,844.71 shares)</b>

## DIRECT DEPOSIT AND CHANGE OF ADDRESS

AKI encourages shareholders to take advantage of Direct Deposit for future distributions. *It is the safest and fastest way to receive any and all monies owed to you.*

Also, if you move or change your phone number(s) by filling out a change of address form, you provide us with the ability to contact you in case of an emergency. These forms are available for your convenience on the AKI website at

[www.aki-kodiak.com](http://www.aki-kodiak.com)

or by contacting the AKI business office at **907-258-0604**.

By keeping us informed of your current address, it ensures timely delivery of all correspondence and prevents delays in getting the distributions everyone dearly loves to receive.

## SUBMIT AN ARTICLE

### DATES FOR NEWSLETTERS AND ARTICLE SUBMISSION

**January: Due December 15**

Shareholders are encouraged to submit articles and/or announcements that they would like to share with their fellow shareholders. We enjoy hearing of births, graduations, and other events. Below are the guidelines to assist in the creation of your article or announcement.

Announcements and articles may be submitted by dropping it off at the AKI office or mailing it to:

**1400 W. Benson Blvd. Ste. 425 | Anchorage, Alaska 99503**

- or -

**[info@aki-kodiak.com](mailto:info@aki-kodiak.com)**

### NEWSLETTER SUBMISSION GUIDELINES

AKI reserves the right to edit announcements and news articles for grammar, brevity and taste. Announcements and news articles submitted for the AKI newsletter must be submitted at least 7 days prior to publication. A limit of 200 words may be imposed depending on available space. Photographs are welcome in print or digital format with at least 300 dpi resolution.



## CALENDAR OF EVENTS

### OCTOBER

- 13 Board Quarterly Meeting**  
AKI, OBI, SPF | Anchorage
- 17 Strategic Planning Workshop**  
AKI | Anchorage
- 18-20 AFN Convention**  
Anchorage

### DECEMBER

- 7 Board Meeting**  
AKI | Anchorage
- 8 SH Christmas Party**  
Embassy Suites, Anchorage

## YOU'RE INVITED!

AKI will be hosting a Christmas Party for all shareholders and their families on **December 8, 2018**.

### Location

The party will be held at the Embassy Suites Hotel.

### Address:

600 East Benson Blvd  
Anchorage, Alaska 99503

### Time

6:00 PM - 11:00 PM

If you have any questions, comments, or would like to contribute to the party, please contact **Dennis Thompson** at 907-290-2746.

## FINANCIAL REPORT

### Betsy Pugh, Chief Financial Officer

Please welcome **Ms. Betsy Pugh**, Chief Financial Officer to Akhiok-Kaguyak, Inc. (AKI). She is a results-oriented, strategic financial executive with 25 years of senior level experience in the federal government contracting. She is a progressive leader and trusted advisor providing high-level financial decisions and automated solutions in complex SEC, multi-million dollar, commercial and government contracting environments. She has successfully championed more than 40 audits from internal and external regulators; lead high-profile mergers and due diligence ventures for financial integration; and improved profitability and integrated price to win strategies through pricing methods, indirect rate structuring, and budget process enhancements.

Ms. Pugh's core business strengths are Financial Management & Improving Financial Controls, Controllership and Treasury, Strategic Forecasting, Cost Management, Regulatory Compliance, Operational Management, Human Resource Management, Program Management, Business Process Implementation & Improvement, Accounting System & ERP Solution Implementation & Management, Business Plan Development, Cross-Functional Team Building, and Training & Leadership.

Betsy is a native of Alexandria, VA and holds a Bachelor in Science with a major in Accounting from George Mason University and an MBA in Accounting from the University of Phoenix.



## AKI'S NEW WEBSITE | [WWW.AKI-KODIAK.COM](http://WWW.AKI-KODIAK.COM)

**The new AKI website is now active!** You are able to view what is happening in the organization including links to all of the other subsidiary companies we are opening. You can even sign-up to receive the Newsletter via email.

You also have access to every form that AKI uses to conduct business with the Shareholders.



[www.aki-kodiak.com](http://www.aki-kodiak.com)

We look forward to providing immediate information to all the Shareholders and giving you the service you deserve.



## SHAREHOLDER RELATIONS

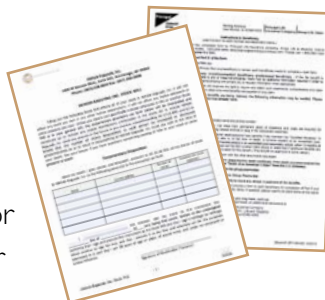
Most recently, AKI has experienced the loss of two loved ones: **Joanna Kay Berdahl (Melovedoff)** and **David “Jackie” Eluska, Jr.** They each will be missed by family and friends. Please keep their family in your thoughts. *Memory Eternal!*

We would like to make sure all shareholders have an AKI Will and Burial Assistance Recipient Designation forms on file. These two very important documents make it much easier on family during times of grief.

### Do You Have AKI Will and Burial Assistance Recipient Designation Forms on File?

Contact the office today to ask - we will check for you!

If you do not have current forms, we can email or mail them to you. The forms are also available for pick-up in person.



## REMINDER

Elder Shares are distributed when an Alaska Native shareholder turns 65 years of age. The shares that they own at the age of 65 are the number of elder shares that are matched, up to 100 shares.

**Example:** *When you turn 65 and you have 22 shares, you would receive 22 elder shares. If you have 150 shares, you would receive 100 elder shares. The elder shares reflect the shares owned up to 100.*

We know this can be confusing at times, and if you have any questions please give us a call at the AKI office.



## ELDER SHARES

We want to acknowledge the distribution of Elder Shares to the following individual:

- **April R. Gavey**

Congratulations on getting to the pinnacle of life, and may you live a long and prosperous life from here on out.

## AGE OF MAJORITY

We'd like to acknowledge reaching the Age of Majority (18) to the following shareholder:

- **Shania J. Peterson**

Congratulations on becoming a full-fledged shareholder with voting rights.

## CHEERS!

The following individuals have birthdays in September and October:

- **Richard Birch**
- **Alyssa Madrid**
- **Melanie Peterson**
- **Andrea Rozelle**
- **Walter Simeonoff, Jr.**
- **Robert Simeonoff, Jr.**
- **Gracie Haught**
- **Charles Simeonoff**
- **Tim Inga**
- **Irene Coyle**

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## AKI MANAGEMENT: WELCOME!

### Chief Technology Officer

Drew Buchanan



This summer **Drew Buchanan** joined Akhiok-Kaguyak, Inc. in the role of Chief Technology Officer. Drew will lead AKI's

vision to provide secure, innovative, and adaptive technical solutions that embrace advances in technology while reducing risk.

Mr. Buchanan has more than 23 years of experience implementing technical and programmatic controls that reduce business risk. In 2013, Mr. Buchanan was given the Secretary of Defense Award for Excellence for his contributions in the field of risk management. He has led security engineering efforts for hundreds of complex mission systems that require zero down-time and the highest possible data confidentiality and integrity standards. Mr. Buchanan has performed over 100 cyber risk assessments and is a thought leader in the field of all-hazards risk management. He is the lead developer of the Disaster Recovery Institute International RMLE 2000 risk management course.

Mr. Buchanan holds a MA in Intelligence Studies – Cyber with Honors distinction from American Military University and holds several cyber security and business

continuity certifications. Mr. Buchanan is a member of the Golden Key International Honor Society and has served as a technical mentor for the CyberPatriot National Youth Cyber Education Program.

Buchanan states, "Combining technology and science with breakthroughs in AI and machine learning is key to positioning us as leaders in Internet of Things (IoT) Integration."

### General Manager of Sugpiat Group, LLC Joanne Boucher

In early June, **Joanne Boucher** took the leadership reigns of Sugpiat Group. Ms. Boucher's work has spanned both military and civilian settings. She has specific high-level expertise in information technology, encryption, data, and telephone communications, utilizing her technical and management proficiencies to deliver superior solutions in even the most challenging situations.

With a powerful combination of deep technical abilities, long-range vision, and a highly motivational leadership style, Ms. Boucher has managed multi-million dollar budgets. She has directed the activities of more than 300 skilled professionals concurrently across a diverse base of multifaceted projects. She finds new business development highly rewarding due to the potential for employing large numbers of skilled people while simultaneously increasing business and profit for her company.

**Sherylyn Asch**, AKI's Chief Growth Officer worked closely with Joanne when they were both employed by CACI, a very large Federal contractor. Sherylyn commented, "Joanne's technical acumen, wealth of highly desirable certifications, and experience in successfully driving progress and managing fast-paced growth uniquely positions her to help us build on existing momentum and provide the strong leadership we need as we expand."

“ I am truly honored to be able to contribute to the success of Sugpiat Group and their innovative strategies for growth.





## Controller, 8(a) Contracts

Tara-Jo Anderson



As Controller for the 8(a) contracts, **Tara-Jo Anderson** will manage all functions for AKI and subsidiaries in coordination with the Chief Financial Officer and Director of Operations.

She brings not only 17 years in high-volume accounting and construction, but also compliance experience in SBA regulation and reporting. She has demonstrated a consistent record of increasing profit and reducing overhead with her accounting skills and human resource background.

## Property Manager

Erik Berestoff



Property Manager, **Erik Berestoff** will work closely with PTP Management Inc., which takes care of the leasing and maintenance functions for the inside and outside of the office building.

He brings five years as a security, surveillance and operations specialist from working at the Anchorage School District and Alaska Native Medical Center. Erik is the son of Ernie Berestoff and Annie Lewis.

## SCHOLARSHIP INFORMATION

Applications are available at the AKI office and on our website, [www.AKI-Kodiak.com](http://www.AKI-Kodiak.com)

Scholarships are available for registration, tuition and books. **Each shareholder is limited to one scholarship per year** for registration, tuition and books.. Applicants must fill out one application per year and check all of the semesters/quarters they are attending. Continuing students must also submit a completed application.

	Per Year	Deadline
Academic Achievement/Graduate Scholarships	Up to \$6,000	One month prior to class beginning
College/University Basic Scholarship	Up to \$6,000	One month prior to class beginning
Vocational Education Grant	Up to \$6,000	One month prior to class beginning
Career Development Grant*	Up to \$1,000	One month prior to class beginning

\*Career development grants of \$1,000 can be awarded twice per year.

Please call the AKI office if you would like an application or have any questions. Also, if you submitted an application and have not heard from the office, please call us. We have experienced instances of applications lost in the mail or sent to the wrong email address.

*Please note:* Scholarships are budgeted and capped at \$50,000 per year. Once the \$50,000 for the year has been reached, no more scholarships will be awarded until the following year.

### 2018 SCHOLARSHIP RECIPIENTS

- **Kristopher Wolkoff**
- **Alysa Madrid**
- **Irene St Ada Coyle**
- **Fred Coyle, Jr.**
- **Doreen Phillips**
- **Joleen Graciani**
- **Kailey Shugak**
- **Anastasia Shugak**
- **John Yakanak**
- **Morgan Zinn**



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