



AKHIOK-KAGUYAK, INC

NEWSLETTER

Winter 2021

Our Shareholders Come First **WE ARE SUGPIAT!®**



Letter From The Chairman

Cama'i Shareholders,

As you know, AKI's Board of Directors made a strategic decision nearly four years ago to enter into the Government contracting arena in order to create new streams of income. It was clear to us at that point in time that while having assets in commercial real estate felt like security, we were unable to generate enough money from that line of business to grow AKI for future generations. When the COVID-19 pandemic hit in 2020, commercial real estate was hit even harder with many businesses closing or reducing their lease space. Fortunately for AKI, we had already begun to see success with our new Government contracting businesses. We are building a company for our children, grandchildren, and future generations not even imagined yet.

What AKI has accomplished in three short years is nothing short of amazing. It typically takes more than five years to set up 8a companies and break into the government contracting

space, and then most of that work is done as a subcontractor. Not only is AKI up and running with multiple contract awards, but we are also the prime contractor on all of them - that means that we control the work we do, and those contract funds come straight to us. But even with the success we've had, there is so much more work to do. Most of the money we make pays for staff and benefits which is 90% of the cost we have as a service provider to the government. We are reinvesting much of what we make in order to continue growing so that profits do much more than just cover the costs but provide meaningful dollars to build comprehensive Shareholder Assistance Programs. It will take time.



Robert Simeonoff
Chairman, Akhiok-Kaguyak Inc.

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BOARD OF DIRECTORS

ROBERT SIMEONOFF, JR.

Chairman

PAULINE O'BRIEN

Vice-Chair

ERNIE BERESTOFF

Treasurer

CHERYL ELUSKA

Secretary

FRED COYLE, JR.

Member

RALPH ELUSKA, SR.

Member

GARY ROZELLE, SR.

Member

AKI MANAGEMENT

MICHAEL BRADSHAW

President & CEO

NANCY GRIGSBY

Chief Financial Officer

SHERYLYN ASCH

Chief Growth Officer

DAWN MONROE

Operations Vice President

SABRINA BEN

Director of Human Resources

Letter From The Chairman, continued

This year has started off strong for AKI and we expect continued growth in Government contracting. Our CEO and his team understood the need to create a company that could respond quickly and be flexible when it came to winning new business - this paid off. When many other ANC's were caught off guard and suffered financial losses last year, AKI was and is still winning new business. When other ANC's were unable to pay dividends, we paid ours with no reduction and even added a special distribution. Our Government operations are starting to support themselves, and we have great confidence that we will continue to grow. As the Board, we think hard on every decision. It is our goal to support the immediate needs of our Shareholders as best we can, while making sure we meet the long term needs of the company and the future generations of our Shareholders.

I hope this finds each and every one of you well, happy, and secure. We know that the continued impact of COVID-19 is a hard burden to bear, and we will continue to do all we can to support you and your families.

Take care and be safe.

WE ARE SUGPIAT!®

Quyana,

Robert Simeonoff



AKHIOK-KAGUYAK, INC. & SUGPIAT FAMILY OF COMPANIES
Real People, Providing Real Solutions



AKHIOK-KAGUYAK, INC. & LANDS

Hunting Seasons

- Goat Season ends March 31
- Bear Season starts April 1 and ends May 15

Akhiok-Kaguyak, Inc. has two exclusive guides who sell the AKI Land Use permits for all hunting. AKI does not sell any other land use permits, and all AKI Lands are closed for private use.

If you see any trespassers, please report them to our office at (907) 258-0604.

If possible, please send in any identification with photos, boat name, and any hull numbers would be helpful.

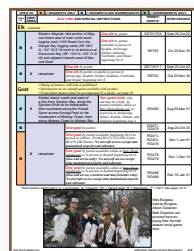
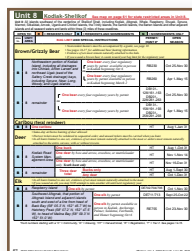
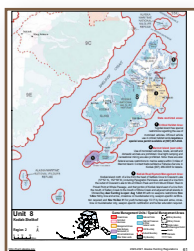
NOTICE

All of Akhiok-Kaguyak lands are private property, and no hunting is allowed.

Please contact the office for our authorized guides and transporters at 907-258-0604

Questions?
Please email any questions to info@aki-kodiak.com or you can mail your request to:
Akhiok-Kaguyak, Inc.
Attn: Land Manager
1400 W. Benson Blvd., Suite 425
Anchorage, AK 99503

For a copy of the Game Management Regulations for Unit 8, visit:
www.adfg.alaska.gov/static/regulations/wildliferegulations/pdfs/gmu8.pdf



PRESIDENT'S LETTER

Dear Shareholders,

I am pleased to announce that Akhiok-Kaguyak, Inc. and The Sugpiat Family of Companies have achieved three International Organization for Standardization (ISO) Certifications:

ISO 9001:2015 Certification
ISO 27001:2013 Certification
ISO 20000-1:2018 Certification

On February 15, 2021, an Independent evaluation by International Management Systems Marketing (IMSM) auditors demonstrated AKI's commitment to Quality Management, Security Management, and Information Technology Service Management to our Military and Federal Government clients by awarding the three ISO Certifications.

ISO certification provides our current and potential customers with an independent validation of AKI & The Sugpiat Family of Companies' conformity to the International Industry Standards, providing them the benefit of our established controls and repeatable processes as a measure for their future customer satisfaction. Additionally, having documented policies and processes in place enables AKI & The Sugpiat Family of Companies to achieve efficiencies and reduce overall risk and overall costs in the support of our clients.



Michael S. Bradshaw
President & CEO

Welcome Aboard

to AKI & the Sugpiat Family of Companies

AKI is delighted to welcome **Ms. Dawn Monroe** into the leadership team as Vice President of Government Operations. Prior to joining AKI, Dawn owned her own small business where she primarily supported the US Navy and the Department of Homeland Security. Dawn is a visionary leader with more than three decades of experience in strategic planning, new technology initiatives, market development, financial analysis, and fiscal management. Dawn has demonstrated executive leadership experience managing and actively contributing to

many organizations' unprecedented growth throughout her career.

Dawn's expertise spans the industry marketplace, from information technology, cyber, logistics, training, and weapon systems, to systems engineering. She began her career as a High School Math and Psychology Teacher. After three years of teaching, she decided to leave Education for a new challenge as a Mathematician supporting the Navy AEGIS Weapon System where she quickly rose to Principal Engineer and fine-tuned her

engineering insight and expertise. She has been instrumental in providing innovative engineering and technology solutions that address a myriad of complex real-world issues arising from this competitive and challenging market environment.



Dawn Monroe
VP of Government Operations

As a highly effective business leader focused on the delivery of state-of-the-art results, Dawn specializes in successful management and delivery of program and portfolio commitments, personnel leadership, profitability, strategic growth, and business transformation. She supports AKI's Family of Companies through the delivery of our innovative technology solutions, capabilities, and expertise across DoD and Federal clients. Quickly assessing problems and implementing actions to drive top-line revenue and bottom-line profitability.

Dawn holds a Bachelor of Arts in Mathematics, Psychology and Education from Mary Baldwin College and attended the University of Virginia for Master of Science studies in Psychology where she co-authored a college level textbook, "Psychological Testing."

AKI HAS MOVED UP!

1400 W. Benson Boulevard, Suite 500

We are excited to announce that we are moving our Corporate office to the newly renovated 5th floor at 1400 W. Benson Blvd., Suite 500. Our new Suite will also be the home for all of our Government Services subsidiaries. We should be all moved in by the end of March!

We look forward to inviting you to an open house to showcase our new home when it is safe to do so. Please look for an announcement.

In the meantime, do not hesitate to call or send mail or email to us. Our phones are still working, and our mail will be forwarded to the Suite 500 mailbox.





Elle Faust

Staff Accountant

Ms. Elle Faust

joined the AKI Finance Team as a Staff Accountant in October

2020. She

has over 15 years of experience as an accountant working in a variety of industries, including Government Contracting for the past several years. Elle's primary responsibilities are project-related: reviewing new contracts and modifications; setting up new contracts in the accounting system (Deltek Costpoint); generating monthly invoices for all projects and managing the related collections. In addition, Elle is also responsible for processing payroll on a bi-weekly basis and is the primary point of contact for employees with timesheet or payroll-related questions. She interacts with employees to resolve log-in problems and paid time off questions, to name a few.

Elle currently lives in Maryland and in her spare time, she enjoys hanging out with her two children. She is an avid soccer fan, so if it's soccer season, you're likely to find her cheering on one her favorite teams: DC United and Tottenham Hotspur (an English premier league team).

Ms. Meagan Holmes also joined the AKI Finance Team as a Staff Accountant in October 2020. She has over 5 years of experience in accounting primarily with another ANC. Meagan's primary responsibility area is Accounts Payable: processing vendor and subcontractor invoices, initiating payments to vendors and subcontractors; maintaining vendor

files; setting up new vendors in the Accounting System (Deltek Costpoint); preparing and processing year-end reporting (1099s). In addition, Meagan is also responsible for various account reconciliations and other special projects as assigned.

Meagan currently lives in Huntsville, Alabama, however she grew up on Kodiak Island where her family owned a local family business called Alaska Wilderness Wines. Meagan attended the University of Alaska Southeast

where she completed her bachelor's degree in Accounting. She plans to begin working towards a Master's in Accounting later this year. In her spare time, Meagan enjoys reading, crafting, gardening, and volunteer fostering at her local animal shelter.



Meagan Holmes

Staff Accountant

AKHIOK CHILDREN SPOTLIGHT



On January 27, 2021, KTUU Weather Lab, CBS 5's Chief Meteorologist Melissa Frey got to visit with the students at Akhiok Elementary via Zoom.

The first, third, and fourth graders in Tonya Clanton's class are working on a weather research project that will incorporate creating a TV show and presenting what they learned on TV.

In preparation for this project, they met with the meteorologist to get a behind the scenes footage of the TV station, and they also learned what it takes to forecast and present the weather in the news. If you wish to see this episode, please visit the [Alaska News Source Weather Lab website!](#)

We hope to follow up with the class to see the final project, stay tuned!



Photo courtesy of Tonya Clanton

ATTENTION! AKI SHAREHOLDER ARTISTS



AKI is looking to commission our artists!

We have the following projects that need your artistic skills:

1. **Design for a coffee cup and t-shirt**
2. **Photographs, paintings, and other artwork for the new offices in Anchorage, AK and San Antonio, TX**

There are prizes for three different age groups for two mediums – drawings/graphics and photography/paintings.

The age groups are:

- 10 > under
- 15 > under
- Adults 18 +

Enter to win the following prizes!

3RD PRIZE

\$50

2ND PRIZE

\$100

1ST PRIZE

\$250

These items will be for consideration to go to print

There is no limit on submissions, and all rights to the artwork will be owned by AKI, if selected

Please mail all drawings/graphics and photographs/paintings to the office:

Akhiok-Kaguyak, Inc.

1400 W. Benson Blvd., Suite 500
Anchorage, AK 99503

Good luck!

AKI Shareholder Burial Assistance

AKI has been a leader in the Alaska Native Corporation world in providing the most benefits for the burial of our shareholders. We began this twenty years ago with a New York Life insurance policy. In 2018, AKI decided to bring the program in-house due to the high administrative costs. This minor change has not affected any benefits to the shareholders. If you have shares in Akhiok-Kaguyak, Inc. you have the burial benefit.

One form that AKI needs kept up to date is the Burial Assistance Form. This Assistance is not a beneficiary of the shareholder's stocks or estate. Instead, the Burial Assistance is the sole individual responsible to bury their loved one. AKI owns the policy and is the sole beneficiary of the policy. With this, AKI can pay out the benefit to the Shareholder's Burial Assistant and AKI recoups the funds after we receive the Death Certificate from the family.

If you do not have a form, the funds will be held by the company and the family will need to send in receipts for reimbursement. This can be very challenging for your family due to the high cost of the funeral home, airfare, and other issues that come up.

Please fill out the form and send it in as soon as possible. If you think you have one on file, call the office and we can verify that it is completed:

(907) 258-0604.

NEED HELP?

Please call: **(907) 258-0604.** We are always available to assist with obtaining and filling out the form.

<u>Burial Assistant Recipient Designation Form</u>	
<input type="checkbox"/>	<u>I Choose AKI Burial Insurance</u>
<input type="checkbox"/>	<u>I Decline AKI Burial Insurance – Check Box and Sign. Do not fill out Primary or Secondary recipients.</u>
I, _____, shareholder of Akhiok-Kaguyak, Inc., hereby designate my primary recipient to receive the burial insurance for the purpose of my burial. If my primary is unavailable or declines the responsibilities, I designate my secondary recipient to receive the burial insurance for my burial.	
My primary and secondary recipients must be over the age of 18.	
Primary Recipient:	
Full Name:	_____ *DOB _____
Mailing Address	_____
City/State/Zip	_____
Telephone Number	_____
Email Address	_____
Secondary Recipient:	
Full Name:	_____ *DOB _____
Mailing Address	_____
City/State/Zip	_____
Telephone Number	_____
Email Address	_____
<input type="checkbox"/> If checked, please turn in your Stock Will with this form.	
Signature of Shareholder	_____ Date _____



MEMORY ETERNAL
To our Shareholder's we recently lost

2020 was a rough year for our AKI family. Your family is in our thoughts and prayers during this time, our sincere condolences.

Wayne Decker

June 28, 2020



Ralph Rastopsoff

October 19, 2020



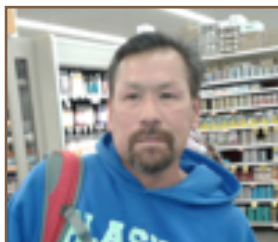
Edward Phillips

November 25, 2020



Clayton Zeedar

September 7, 2020



Phyllis Peterson

November 15, 2020



Frank Peterson

January 28, 2021



Glenda Zeedar

October 4, 2020





Akhiok-Kaguyak, Inc.

1400 W. Benson Blvd., Suite 500
Anchorage, AK 99503

SUBMIT AN ARTICLE

DATES FOR NEWSLETTERS AND ARTICLE SUBMISSION

June: Due May 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. We have included the guidelines to assist you in the creation of your article or announcement.

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

1400 W. Benson Blvd. Ste. 500 | Anchorage, Alaska 99503

- or -

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 seven 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.