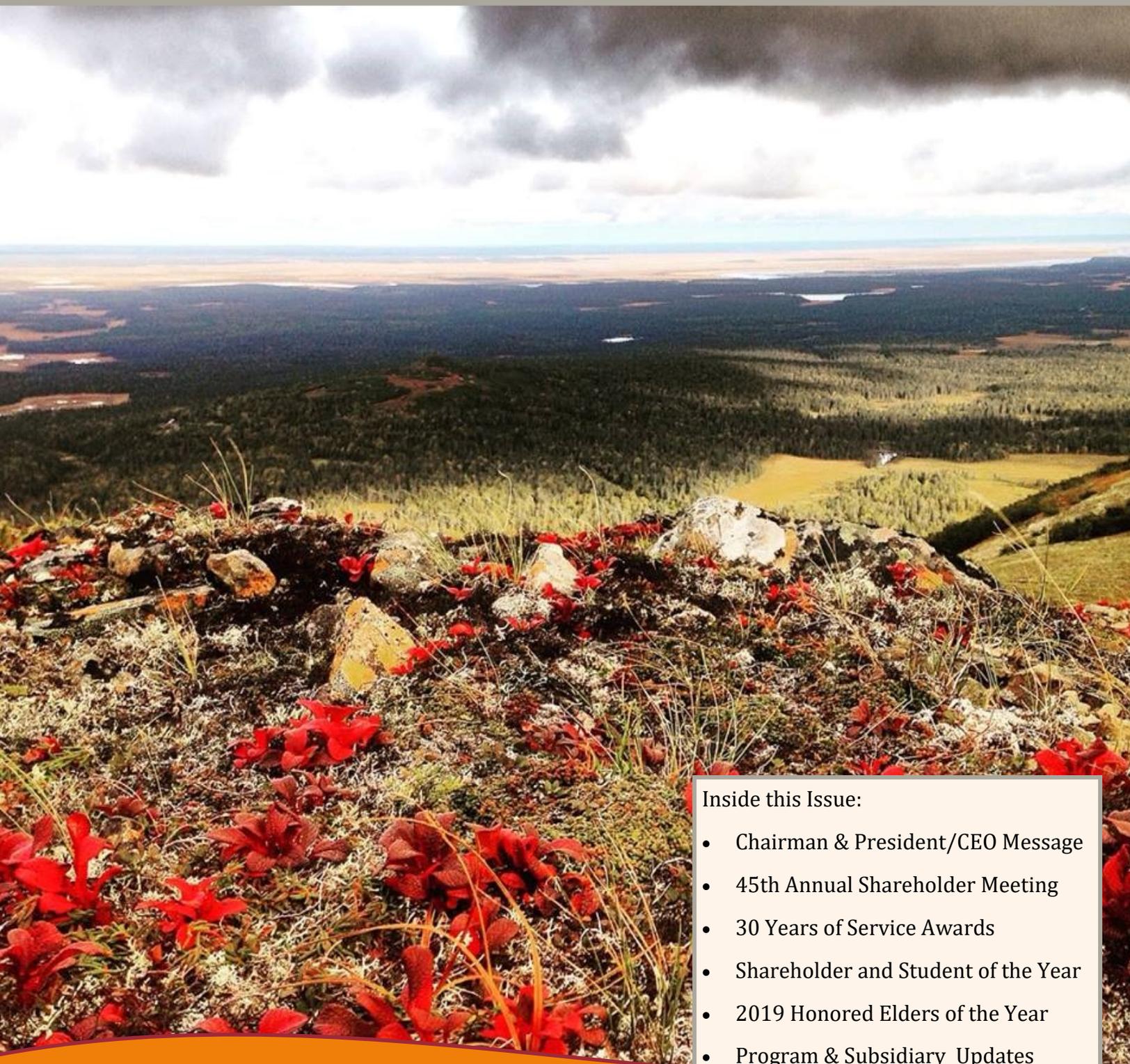




CHOGGIUNG LTD.

# Shareholder Newsletter

FALL 2019



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**CHOGGIUNG LTD.  
BOARD OF DIRECTORS**

JACK A. SAVO JR.  
*CHAIRMAN*

JEAN BARRETT  
*VICE CHAIRMAN*

KEVIN TENNYSON  
*SECRETARY*

INEZ BIELEFELD  
*TREASURER*

IDA M. BACKFORD

THOMAS TILDEN

JOHN A. HEYANO

FRANK G. WOODS III

OLGA KROPOFF

**VISION:**

TO GROW, PRESERVE, AND  
GIVE WITHOUT  
BOUNDARIES.

**MISSION:**

TO BE A PROFITABLE  
CORPORATION, ENSURING  
CURRENT AND FUTURE  
SHAREHOLDER BENEFITS AS  
WE PROTECT OUR LAND AND  
RESPECT OUR PEOPLE AND  
HERITAGE.

## **Chairman & President/CEO's Message**

Dear Choggiung Shareholders,

As summer has passed us by, the fall and winter are upon us. Just as many of you have prepared for the cold season, we have too. Our teams are ready to brave the weather to keep our properties in Dillingham safe, complete life safety projects in and around Spokane, and work to complete construction projects ongoing across the country.

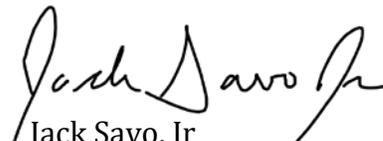
To bring our work closer to home, Choggiung held its annual meeting of shareholders in Dillingham on September 28, 2019. The shareholders voted and the results are in – Jean Barrett, Tom Tilden and Frank Woods III have been re-elected to serve three-year terms. Please help us congratulate the Board Members elect!

At the annual meeting we were able to honor our elders born in 1946, celebrate the accomplishments of our Shareholder of the Year and Student of the Year, and hear from corporate representatives on the performance of our businesses in the last fiscal year. We shared a major accomplishment - Choggiung, Limited was among the top 49 largest Alaskan owned companies listed in the Alaska Business Magazine this year and debuted at number 33. Finally, your Board and Staff were able to hear from shareholders in the questions, comments, and answers section.

We heard positive comments from shareholders on our accomplishments over the past eighteen months. A common theme we heard from shareholders was the health of our people and specifically ways the Corporation supports healthy lifestyles of our shareholders. Currently, Choggiung, Limited leases space to the Alano Club in Dillingham for \$1 per year and contributes additional money for that organization to support individuals faced with addiction. We contribute to youth sports and youth activities to help develop healthy habits in our shareholders and descendants of shareholders from early stages of life. We are also currently exploring new ways we can help shareholders make healthy decisions. Of course, we encourage shareholders to make healthy choices when receiving dividends from Choggiung Limited.

We encourage you to read through the rest of the newsletter to learn more about information shared earlier in this letter. As always, please contact us if you have questions or need assistance.

Warmly,

  
Jack Savo, Jr  
Chairman

  
Cameron Poindexter  
President and CEO

# 45TH ANNUAL MEETING OF SHAREHOLDERS



Choggiung's 45<sup>th</sup> Annual Meeting of Shareholders was held on September 28, 2019 at the Dillingham Elementary Gymnasium. The meeting's purpose was to elect three directors to serve three-year terms. A larger number of shareholders participated in voting in this year's election compared to recent years amounting to 54.4% of shares voted. Choggiung's Board and Staff was happy to see so many of our shareholders, their families, and such a great participation represented by the vote. The Bayside Diner provided a wonderful lunch and the Dillingham Elementary Staff were great to work with. We are grateful for the meeting space and to be able to share the accomplishments of the corporation with our Shareholders.

Management presented information about what the Corporation does to earn money, the financial performance results represented in the annual audited financials, and shared information about shareholder benefits and the newly formed Choggiung, Limited Settlement Trust. The Board and staff were also very excited to present a new accomplishment for the Corporation – being listed amongst the top 49 largest Alaskan owned companies in the Alaska Business Magazine.

Last, but certainly not least, we were able to celebrate the accomplishments of two of our Shareholders. We are very proud of all of our Shareholders, and these awards give our Board the opportunity to highlight special achievements by the best of the best. Congratulations to our Student of the Year, Jesse Noden, and to our Shareholder of the Year, Amber Webb!

The results of the votes cast as shown by the records are:

<u>Candidate</u>	<u>Votes</u>
Jean Barrett	36,600.6859
Thomas Tilden	34,282.3467
Niel Smith	20,911.7979
James Palin	28,194.6093
Frank Grant Woods, III	45,919.7828

Congratulations to the three candidates who were reelected to serve three-year terms on the Choggiung Board of Directors: Jean Barrett, Thomas Tilden, and Frank G. Woods III.

The meeting concluded with comments and questions from shareholders. Two common themes were discussed – the recent success of our village corporation and personal challenges facing shareholders.

We look forward to another productive, profitable, and sharing year and hope that everyone has a safe and happy holiday season!



Jack Savo, Jr., Choggiung Board Chair giving the 2019 Shareholder of the Year award to Amber Webb.





# 30 Years of Service

## Marina Hiratsuka Accounting Manager



Marina began her employment with Choggiung in May of 1989. She has held the positions of Accounting Clerk and Finance Assistant; and was recently promoted to Accounting Manager. Marina manages

accounts payable, accounts receivable and payroll for Quvaq and Choggiung Investment Company. Marina is a very dedicated employee and an asset to the corporation. She is very knowledgeable about the corporation, its companies and shareholder history which comes in very handy throughout the year.

## Constantine Backford Maintenance Technician



Constantine has been working for Choggiung since 1987. He has maintained Choggiung's properties and equipment for many years. He keeps everything running smoothly at each of

our properties; maintaining boilers, vehicles and completing renovations. Connie has worked many weekends and evenings ensuring that our properties are running smoothly. He is an asset to our maintenance team and the corporation.



Thank you, Marina & Constantine for your many years of employment, hard work and dedication to the corporation and its shareholders.



# Amber Webb - 2019 Shareholder of the Year



Amber was born and raised in Anchorage and spent many summers in Dillingham. She has two daughters, Mai (13) and Florence (2). Her parents

are Inez Bielefeld, Mark Bielefeld, and Mark Webb.

Amber has consistently created artwork that brings attention to the beauty of subsistence and culture. Her current artwork brings focus to Missing and Murdered Indigenous Women and Girls (MMIW.) Amber created a 6-foot qaspeq made from recycled sheets and material. Using a sharpie, she drew portraits of over 60 Alaskan MMIW on the qaspeq. The qaspeq was displayed at the Anchorage Museum of Art and at several conferences and activities around the state and in the Lower 48.

Amber received an *Individual Artist Award* in 2018 from the Rasmuson Foundation to create a larger qaspeq. This project is about 12 feet high and will have over 200 Alaskan, Canadian and Native American MMIW portraits on it. Amber's efforts to bring light to the devastating statistics of Missing and Murdered Indigenous Women has helped to create awareness that these women existed, were important, and should never be forgotten.

In 2019, Amber received the Dr. Walter Soboleff Warriors of Light Award, which recognizes a person who uplifts, enriches and unifies the spirits of Alaska Native people and was also awarded Citizen of the Year by the Bristol Bay Native Corporation.

Amber always encourages people to enjoy being themselves. She honors her heritage and ancestors by choosing not to engage in colonization and lateral violence. She works to empower native people in her daily life and through her artwork.

# Jesse Noden - 2019 Student of the Year



Jesse was born and raised in Dillingham, Alaska. His parents are Darlene Olson and Jason Dye. His brothers are Tanner Noden, Justin and Chael Dye. Jesse

graduated from Dillingham High School in May of 2019. He is currently in college in Oregon where he is enrolled in Electrical Engineering and Pre-Med.

Jesse participated and excelled on his Wrestling and Native Youth Olympics teams throughout his grade-

school. One of Jesse's coaches feels that Jesse truly sees the meaning and purpose behind Native Youth Olympics. He was always eager to teach others and continue to keep our traditions alive through the games. Jesse goes out of his way at tournaments, home or away, to help clean up equipment and make the tournaments run smoother behind the scenes.

Jesse's past coaches and teachers have said that he shows outstanding citizenship and he is a humble, hardworking and dedicated student. He is incredibly respectful to his peers, teachers, school staff and community members. Jesse leads by example and always carries a positive attitude during any circumstance. The amount of effort that Jesse shows is encouraging and motivating to others around him. Jesse is always available to lend a helping hand.

# 2019 Honored Elders

## Olga Knapp

*Born in Kanakanak, Alaska*

Olga has a handful of activities she enjoys. Some of which include sewing, knitting, crocheting, cooking, card games, sightseeing, traveling, and relaxing with a good movie. She is most proud of earning her G.E.D, driving a car, and receiving an Associate of Arts Degree. Her words of wisdom to the younger generation, "Be the best you can be and be uniquely individual."

## Helen Foster

*Born in Nushagak, Alaska*

Helen has loved living an Alaskan lifestyle; from skiing in the winters, walking through the tundra in the summers, picking all types of berries, knitting and sewing, commercial fishing, as well as a good game of Pinochle between friends. By far, family gatherings are most enjoyed and treasured, leaving lifetime memories. She will always remember and cherish the berry picking days, where her whole family was involved. Back then the "berry buckets" were plywood boxes that were used to ship 2 five-gallon gas cans. Not only were the barrels used for storage, but the skis were made from the barrel staves. She vividly remembers the "big kids" skiing down the big long hills. One of her most valued and

satisfying accomplishments, besides commercial fishing, was her role as a Tribal Administrator. She worked for BIA as an Accounting and Office Management Specialist and was directly involved with the process in their Realty Department. She also spent a great deal of time volunteering with a group of ladies from the Orthodox Church. Teachings from her mother Matushka Helen Sifsof have always stuck with her, and she would like to pass them on to future generations. Her message was to listen, obey and respect the words, teachings and wisdom taught by your elders. The more you give and help, the more you will receive in return, and to remember all the commandments, especially Love; which is one of the greatest commandments.

## Mary Griggs

*Born in Dillingham, Alaska*

Mary enjoys her word search puzzles, walking around Port Lions, playing crib, traveling and spending time with family. She takes pride in her family, and the time spent with them. Taking care of her mom and preserving the native way of life in Port Lions has brought her much delight. Mary fondly remembers helping her mom and grandmother Annie P. Nelson clean fish. They loved dogsledding in the winters and

fishing in the summers. Mary would like to tell the younger generation that "Fish is life, and to always take care of your elders, children and grandchildren."

## Gladys Poole

*Born in Dillingham, Alaska*

Gladys enjoys writing poetry, crocheting, knitting, reading, playing games and spending time outdoors. She is most proud of the three beautiful children she has raised, all who have given her 13 grandchildren and 24 great grandchildren. She enjoyed her time as a caregiver, working alongside those with disabilities. She remembers traveling to both winter and summer camp with her parents and siblings, all while living off the land. She enjoyed hunting and fishing with her father, and berry picking with her mother. Gladys would like to tell the younger generation to never forget the deep love we have for one another.

## Hazel Schroeder

*Born in Bethel, Alaska*

Hazel has many accomplishments to be proud of. Some of which include; her hard work and persistence, leading her to graduate, the fact that she is still in the working world today, her desire to become sober in 1982 and smoke free in 2017. She is a

*Choggiung would like to give special recognition to our shareholders born in 1946. We thank all of our Honored Elder Shareholders for the strength and wisdom they lend.*



very proud mother and grandmother. As a child she remembers spending time with her grandmother and living a subsistence lifestyle. They both took part in picking berries and cutting fish. Her advice to the younger generation is to stay in school, learn the subsistence way of life and always respect your elders. Continue to listen when they correct and give you advice. In doing this, it is because they care.

### Yolanda Nelson

Yolanda enjoys being in the great outdoors, taking part in fishing, hiking, gardening, skiing and walking. Baking and cooking are also hobbies of hers. She especially enjoys making dishes and recipes with Alaskan salmon in it. She went back to college as a single parent in 1982 and during this time, was awarded "Volunteer of the Year Award" by Bella Hammond. She also attended Alaska Pacific University and was part of the Alaska Native Institute. She has many happy memories, including summer fish camp at the old Scandinavian Cannery. (Her grandma referred to it as "Skinners.") She not only put up fish for her family there, but also for the dogs. She fondly remembers her parents going up to Warehouse Mountain, where her father trapped beaver, mink, and muskrat. He would clean the fur

and save the intestine to blow up into a ball for her. She has a great deal of knowledge in set netting, putting up, smoking, pickling, and preserving fish. She would like to pass on this information to future generations, as well as the stories her parents and grandparents shared with her.

### Raymond Thorson

*Born in Bethel, Alaska*

Raymond loves our great land; his hobbies have always led him to spend a lot of time outdoors. He enjoys flying, boating, riding his snowmobile, and staying at his cabin. Raymond continues to commercial fish, hunt moose and caribou. Raymond is very proud to have earned a BA and MA degree in Elementary Education, as well as his MA degree in Public School Administration. He was a wonderful teacher for 30 years and was recognized as both "Teacher of the Year" and "Principle of the Year" during his career. As a child, Raymond remembers fishing and picking berries with his mother. She taught him how to make strips, smoke fish and "Eskimo Ice Cream." His advice to the younger generation, "Your life is what you make of it. It will take hard work and determination to reach your goals, but never stop learning or educating yourself. Be kind to others and help others whenever you can."

### Suzanne "Soose" Loveless

*Born in Columbus, Ohio*

Suzanne has many hobbies, some of which include painting, writing songs and poems, gardening, and relaxing in pajamas while watching tv and completing word puzzles. She takes pride in her large collection of artwork, which she created along with the songs written for her husband's band. However, she is most proud of the wonderful man her son has become. As a child, Suzanne loved watching her mom paint and enjoyed fishing with her dad. Her home was safe and secure, complete with footie pajamas and bubble lights on the Christmas Tree. Suzanne is grateful for her wonderful Eskimo heritage, her grandfather that owned "H.E Carter" Trading Post in Fort Yukon and her grandmother who raised all twelve of her children in Alaska. Her advice to the younger generation is to "Love one another, be devoted to family and friends, give of yourself, and drink lots of water."

### Other honored elders this year include:

Gloria Brown  
Karla Jeffers  
Matilda Johnson  
Mary Lopez  
Jeanie Olsen

# Choggiung Makes a Striking 49er Debut

A new CEO and a significant acquisition lead to positive momentum

Alaska Business

This year is the debut of Top 49er Choggiung Limited, the ANCSA village corporation for Dillingham. The corporation reported 2018 revenue of more than \$95 million, propelling it to number [thirty-three] in the rankings. The last two years for Choggiung have been full of positive changes, including the addition of a new CEO, a significant acquisition, and positive movement throughout its business holdings.

## Positioning for Growth

Cameron Poindexter joined Choggiung in July of 2017 as the company's president and CEO. He's a Choggiung shareholder who was born and raised in Homer and Anchor Point, where his parents owned a small business, "so I gained interest in business just from the very start, working and living in an entrepreneurial family," he says. Poindexter's upbringing led to his decision to study business, and he earned his undergraduate degree in business management from the University of Alaska Fairbanks and MBA from the University of Alaska Anchorage.

After college Poindexter interned with a Bristol Bay Native Corporation (BBNC) subsidiary based in San Antonio, Texas, before moving back to Alaska and working at First National Bank Alaska, where he had the opportunity to interact with D.H. Cuddy and manage the bank's Bethel Branch. From there he transitioned to a position at BBNC working with that corporation's chief operating officer to assist with oversight of its operating subsidiary companies.

During his employment at both BBNC and First National Bank Alaska, Poindexter served as a Choggiung board member; however, he resigned from the board when he took on a new position at BBNC to

start up the Bristol Bay Development Fund, as he felt there may be a conflict of interest or a perception of one. But when the CEO position opened up at Choggiung, its board chair contacted Poindexter, asking him to apply. He was ultimately selected for the role. "I knew through my interview process that the board of directors was interested in growing. One of the first directives from the board was to make sure [Choggiung] was prepared and structured for growth."

## The Acquisition

While Poindexter and the board were in the midst of focusing on growth opportunities, BBNC approached them with an incredible opportunity to invest in the Bristol Alliance of Companies, a group of ten companies that provide construction, environmental, and professional services. Poindexter explains, "It ended up actually being a competition between multiple villages in Bristol Bay; BBNC offered this opportunity to a lot of villages and in the end selected Choggiung to be the sole investor and business partner in Bristol Industries [the holding company that wholly owns the Bristol Alliance of Companies]." Not only is Choggiung the only investing partner, it is now the majority owner of the Bristol Alliance of Companies, while BBNC maintains a minority share.

The acquisition and partnership is groundbreaking in several ways. "I don't know of any other regional corporation working with a village corporation like BBNC is working with theirs," Poindexter says. "I want to give an enormous amount of credit to Bristol Bay Native Corporation and their vision for lifting other organizations in its own region... it's something I don't think we've seen amongst Alaska Native

corporations."

In addition, many of the companies in the group are part of the Small Business Administration's 8(a) program, "so this required significant effort for getting approval from the SBA to transfer the ownership interest—we are the very first to acquire controlling interest in already operating assets participating in the 8(a) program from another Alaska Native corporation... truly it is the first of its kind," Poindexter says.

At the time the acquisition was announced, BBNC President and CEO Jason Metrokin said in a statement, "We are confident the Bristol Alliance of Companies have a bright future ahead under Choggiung's leadership. BBNC looks forward to continuing our work to identify unique economic development opportunities in Bristol Bay."

The sale closed in August 2018, about one year after Poindexter joined the company: "It has been a whirlwind," he says. "This acquisition opportunity sort of stretched the minds of everybody in the organization because in FY2017 our revenue was about \$8.4 million, and so it took a lot of imagination for us to wrap our heads around going from being an \$8 million company to a \$100 million company overnight."

**"It took a lot of imagination for us to wrap our heads around going from being an \$8 million company to a \$100 million company overnight."**

Cameron Poindexter, President/CEO  
Choggiung

## A Broad Portfolio

Since the acquisition, Choggiung has continued to gain momentum. The

*This article can be found in the October 2019 issue of Alaska Business Magazine.*

corporation now has contracts with the federal government in several states, including one with the US Marine Corps, which Poindexter says is the first sole-source contract that Choggiung secured. "It's interesting for us because it has ties to village life, and the board is excited about it because they can relate to the work," he says. The contract was initially to repair and maintain ATVs and grew to include motorcycle maintenance and repair and now Humvee radiation maintenance and repair.

Last year was also a good year for Choggiung's wholly-owned Inland Empire Fire Protection, which is located in Spokane, Washington, and provides fire protection services. "That company had a significant number of large projects, and it had never had contracts of that size before, and so it exceeded all of the revenue expectations that we had for that year and remains a strong performer in our portfolio."

Before the acquisition, a significant line of revenue for Choggiung was commercial real estate, primarily assets in Dillingham (which also saw an increase in revenue last year); its major tenants include state and federal government entities. Locally, the company also owns a hotel (the only traditional hotel in Dillingham) and a diner, and those operations remain important as they provide job opportunities in the region for the corporation's shareholders.

Choggiung has a management agreement with BBNC in the region for a gravel resource located close to the village corporation's headquarters. Choggiung has the surface rights to the area, but BBNC, as the regional corporation, has rights to the subsurface assets, which includes mining operations. "So we manage the resource for them and share in the royalty sales from that," Poindexter explains.

So even with its sights set on a bigger picture, Choggiung also remains laser-focused on home. "As I've discussed the future with our leadership and board members, Dillingham is our home and we want to remain invested there, and it's important to do a good job for our community... and we remain centralized in Dillingham. In fact, I'm the only parent company employee that lives and works in Anchorage."

A significant acquisition of a well-respected group of companies and the high performance of Choggiung's existing subsidiaries and partnerships has clearly built optimism among the company's management team and board. "The board feels confident, almost invincible," Poindexter says. "But it will take a couple of years for our cash flow to catch up and for us to continue to build our financial strength—[the acquisition] wasn't given to us for free."

### **The Courage to Find Success**

However, the acquisition has allowed the board of directors to open discussions—for the very first time in the corporation's history—to implement a dividend policy to pay predictable and ever increasing dividends to its shareholders. "That means we always have to grow," Poindexter says, "but that is a commitment that we've made to our shareholders." Choggiung was able to pay out its first dividend in 2018 under the new dividend policy, and another, larger dividend was distributed earlier this year, meaning that to-date that commitment is being met.

Courage is one of the corporation's core values, and Poindexter is quick to point out the courage it took on the part of the board and the company's shareholders to take such a significant step, though he wasn't

surprised to find that courage among his people. "We're in a remote area and our people have the ability to adapt in a very quick form to be able to take advantage of the opportunity in front of them. So if your hydraulic pump breaks on your boat, there might not be a service provider to fix that for you, and our people have developed the adaptability and skill set to be able to repair and overcome any sort of challenge. It's that grit, that determination, that quick thinking that is ingrained in our people's culture and is carried on through the people in our corporate office and executive team."

In fact, every member of Choggiung's corporate executive team is a shareholder. "So we all have a very similar value set in terms of care for the corporation and interest in doing the very best job that we possibly can do," he says.

Poindexter joined the company at a unique moment in its history and is undoubtedly a key factor in the positive direction Choggiung is moving. "I have to give a lot of credit to the team, because when I came in it was probably like whiplash for everybody," he says. "It was a totally different set of expectations and vision of the future. But—and I have no idea why or how—the crew I inherited were all craving some sort of change and were excited to be able to go down a path of faster growth. There was a hunger for that type of change; though now, two years later, they're probably exhausted," he laughs. "I'm ready for a more relaxed pace, but I think the momentum is just going to keep picking up."

Poindexter continues, "Our organization wants to inspire our employees, our shareholders, and our customers with our vision, which is very simple: it's to grow, preserve, and give without boundaries."

# Welcome to the Choggiung Limited Team!

## Jason Bennis, Land Supervisor

Jason Bennis began his position as the Land Supervisor in May, 2019. He was born and raised in Dillingham and is a Choggiung shareholder. Prior to working for Choggiung, Jason spent 9 years working for CCI on the North Slope as a General Maintenance Technician. He spends his summers with his family commercial and subsistence fishing. As the Land Supervisor, Jason works closely with Land Department Programs such as the Land Use Permit Program and Wood Cutting Program. He is excited to promote Choggiung's strategic objective to protect and manage our land with generational vision.



## Iris Bowers, Administrative Assistant

Iris Bowers began working as Choggiung's Administrative Assistant in June, 2019. She was born and raised in Dillingham. She brings new and positive energy to the Choggiung Limited Office. Iris is the first person you see as you come into the Choggiung Limited Office and is happy to assist guests with applications, forms and other inquiries as needed.



**Choggiung Office Holiday Closures:**  
December 24 & 25—Christmas Holiday  
December 31 & January 1—New Year's Holiday

## **BEREAVEMENT BENEFIT**

Choggiung's Board of Directors approved a shareholder Bereavement Benefit to provide a payment of up to \$500 in connection with the death of certain shareholders or spouses of shareholders to assist with funeral expenses.

If you have questions regarding this new benefit, please contact Choggiung Limited at 907-842-5218 or visit our website to download a request form by going to

[www.choggiung.com](http://www.choggiung.com)



## **LAND DEPARTMENT—Jason Bennis, Land Supervisor**

While we continue the effort to keep our lands pristine and protected for future generations, another season of the land use program has concluded successfully. As I learn more about my position as the land supervisor, I'm appreciative for knowledge offered by Choggiung's employees making the transition efficient. Specifically, I'd like to thank Don LeClair and Bill Wiley who have worked in the Land Use Program for many years by monitoring and protecting our land along the Nushagak River. At the close of the season Don and Bill made the decision to retire; without a doubt, their shoes will be hard to fill, and they will be missed by all who visit the River. If you get the chance, please thank them for their service at Choggiung.



Choggiung cabin rental on the Nushagak.



Regrowth of willows as a result of the Moose Habitat Enhancement Program.

In the upcoming year, phase three of a contract with the U.S. Department of Agriculture NRCS for the moose habitat project will be underway. We are currently accepting applications for temporary laborers to work the project. Weather permitting, work will start in late winter. For more information on this job opportunity visit our website at [www.choggiung.com](http://www.choggiung.com).

Activity in the 9.5-mile pit has wound down this season with the contract of Quality Asphalt Paving coming to an end this summer. Gravel sales were also made to some of our local contractors. As we begin a new mining plan for the pit, we look forward to seeing more activity.

Wood cutting season is upon us as well; as a friendly reminder please come in and get your Choggiung wood cutting permit. Wood cutting on Choggiung land is permitted to Choggiung and BBNC shareholders for personal use only. Selling wood harvested on Choggiung land is not allowed.

## **Land Use Reminder**



Choggiung Limited views its land as one of our most valuable resources and would appreciate the public's cooperation in respecting it and using it with care. Unauthorized and abusive use of Choggiung's land is happening more often, mainly along the Snake Lake Road. We need your help! If you see any abusive use such as; littering,

target practice, unauthorized or unattended fires and/or excessive ATV use on Choggiung Land, we would appreciate if you would report it to the corporate office by calling 907-842-5218 or emailing [jason@choggiung.com](mailto:jason@choggiung.com).

# CHOGGIUNG EDUCATIONAL ENDOWMENT FOUNDATION



This fall the Choggiung Educational Endowment Foundation awarded a total of \$25,000 to full-time students! The Choggiung Limited Board of Directors and staff sends

best wishes to all scholarship recipients and others pursuing higher education. We are very honored and grateful to be able to provide scholarship opportunities and support to shareholders as they pursue higher education.

The 2019-2020 Choggiung scholarship applicants are pursuing higher education in the following fields: Clinical -Community Psychology, Business Administration, Engineering, Nursing, Art & Science, English & Political Science, Marketing, Natural Sciences, Behavioral Health, Criminology/ Psychology, Biology, History, Yup'ik, and Social Work.

CEEF's **2020 – 2021 Full-time Post-secondary Scholarship** application will be available on Choggiung's website, the first week of January 2020. Please visit [www.choggiung.com](http://www.choggiung.com) to access various applications and resources.

We would like to encourage shareholders to take advantage of the **Career/Work Enhancement Scholarship**, which is available year-round. Eligible individuals include any Choggiung Ltd. Shareholder who is a high school or GED graduate. Applicants can apply more than one time in a year and are eligible for up to \$500/year, pending available funds. Scholarships shall not exceed the amount necessary for tuition/registration fees and books/supplies/equipment for a class, workshop, or event. The scholarship must be paid directly to the organization or institute.

If you are interested in or know of someone who could benefit from our Scholarship program, please call 907-842-5218 or email [tish@choggiung.com](mailto:tish@choggiung.com).

## COMMERCIAL REAL ESTATE AND HOSPITALITY

### Mary Barnes, Director of Operations

Choggiung Investment Company, LLC (CIC), the holding company for Dillingham operations has seen a great deal of activity in the last fiscal year.

The Commercial Real Estate and Hospitality business line ended the fiscal year with record profits for a period of 18 months. Most of the profits are attributed to the success of Quvaq, LLC dba The Bristol Inn and Bayside Diner. With exceptional management, increased occupancy rates at the hotel, and steady income at the restaurant throughout most of the year, combined profits reached record numbers.

Commercial and residential properties continue to produce income as well. The demand for housing in Dillingham is high and apartment occupancy remained consistent throughout the year.

To keep in line with Choggiung's 5-year objective to be "best in class" in real estate we've been working hard to improve the function and appearance of our properties by replacing equipment, boilers, roofs, and upgrading floors in our commercial and residential buildings. There is a lot more work to be done and we're happy to see the progress so far.



The Bristol Inn entrance renovations.



The Bristol Inn's new courtesy van.

# UMYUAQ TECHNOLOGY AWARDED TWO NEW CONTRACTS

Starting several years ago, our subsidiary leadership has worked to build a brand new business in government contracting for Choggiung. With a new partnership and help from Bristol Bay Native Corporation, the company is beginning to grow. Results are coming to fruition as our past performance gives us the ability to more effectively market our capabilities to the Federal government. Umyuaq Technology, LLC's team worked to market

its capabilities to contracting officers, small business Representatives, and Technical personnel at Wright-Patterson Air Force base in Dayton, Ohio and at Fort Bragg, North Carolina. This multiyear effort to build a company capable of complex and challenging work had resulted in two significant wins! Read on to learn more about each contract and the work we are accomplishing now.



## FOCIS IV

The Fiber Optic Cable Infrastructure Support IV (FOCIS IV) project is located on Wright-Patterson Air Force base in Dayton, Ohio. The mission of the Umyuaq Team is provide communications/cable installation and support services to Department of Defense activities at all areas of Wright-Patterson Air Force Base (WPAFB) located in Dayton, Ohio.

“Wright-Patterson Air Force Base is one of the largest, most diverse and organizationally complex installation in the Air Force inventory. Originally founded with the establishment of Wilbur Wright Field, Wright-Patterson AFB has a long history of aviation spanning from the Wright Brothers to Space Age test flights.

Connecting the numerous amount of organizational units on site is hundreds of miles of underground network (fiber and copper) cabling and at the heart of maintaining these connections is Umyuaq Technology.

The Umyuaq Team consists of eight Communications Engineers that work multiple task orders simultaneously in support of the 88<sup>th</sup> Communication Squadron's mission. The vast majority of this team has been together over 5 years. As a result, the bond and chemistry between the team members of the Umyuaq Team is evident to all of their customers on Wright-Patterson AFB.



## COMPASS

Umyuaq Technology (U-Tech) is pleased to be selected as the first contractor to work on the Computerized Movement Planning and Status System (COMPASS) for the US Army Forces Command (FORSCOM) located at Fort Bragg, North Carolina. The Army uses the COMPASS application, and the numerous other transportation programs that feed into COMPASS, to satisfy Army Combatant

Commanders and the Joint Staff Unit Movement Data information requirements for deliberate and crisis action planning, strategic mobility analysis, and mobilization and deployment movement execution. This information is critical to ensure that military units preparing for operations across the world. In other words, our work is helping the military to have the information they need to make quick decisions when the time comes.

U-Tech supports multiple geographical Areas of Operations that include Active Army Units, US Army Reserves, and the Army National Guard. Our team consists of two Transportation Specialists located inside of FORSCOM Headquarters.

## **PROJECT HIGHLIGHT: BRISTOL ALLIANCE OF COMPANIES**

Bristol General Contractors, LLC, is executing a \$5.6 million design-build contract for the U.S. Army Corps of Engineers, Omaha District. The project is to renovate Building 347, a historical structure located on the Francis E. Warren Air Force Base near Cheyenne, Wyoming, into a suitable

headquarters for the 582<sup>nd</sup> Helicopter Group. The scope of work includes structural, electrical, heating, and ventilation improvements. The building has been renovated several times since its original construction but has been vacant for several years. The upgrades to the century-old building will meet requirements for accessibility, safety, and anti-terrorism/force protection, while also preserving the historic features of the property.



## **PROJECT HIGHLIGHT: INLAND EMPIRE FIRE PROTECTION (IEFP)**

The Centennial Properties Building is a 60,000 Square Foot project that will house the local Newspaper (Spokesman-Review) printing operations.

IEFP, LLC has designed the systems to allow for just about any high piled storage configuration that might ever be placed in the thirty-five foot tall building using “Early Suppression Fast Response (ESFR)” sprinkler technology. This concept operates by discharging large quantities of water over a fire during its early stages. For this building, the first operating sprinkler can be expected to discharge almost 300 gallons per minute. Fire involvement opening the full design area, 12 sprinklers, will place almost 1700 gallons per minute over the fire.

To supply this building with an adequate water supply, IEFP has designed the underground supply using 10” piping and a fire pump capable of providing 2250 gallons per minute.

The design is also arranged to supply two additional 60,000 square foot buildings on the site.

Phase I of the project is nearing completion. The next phase will introduce the printing presses and related facilities into the building, such as rolled paper storage and a plate polishing room.

IEFP’s Supervisor Journeymen on the job is Justin Lee (pictured on the right.) Justin has just passed his NICET Level 1 test in Inspections, Testing, and Maintenance (ITM) and is working on his Level 2 certification. Upon certification at Level 2 Justin will be in a position to join our Inspections and Service Departments when we need the added support.



# ALASKA NATIVE PEOPLE COUNT

## 2020 CENSUS

### *Why the Decennial Census is Important*

The 2020 Census will determine funding for local services and economic opportunities for the next 10 years. Counting every Alaskan is critical to ensure full federal funding for healthcare and hospitals, schools and public safety, along with road and airport construction and maintenance.

Native households are at risk of being undercounted. Alaska Natives have been undercounted for decades. Many programs that benefit the Native community are funded based on census-driven data, including:

- Head Start Program
- Medicaid
- SNAP
- Special Programs for the Aging
- Housing Assistance
- Alcohol and drug abuse counseling
- Title I Grants to Local Education Agencies
- Native American Employment and Training
- Indian Health Service (IHS)

*Learn more at [alaskacounts.org](http://alaskacounts.org)*

 **The census is confidential, quick to complete, and important.**

Strong legal protections prohibit the Census Bureau from using census data against the Alaskans who complete the census. The Census Bureau cannot share information with immigration enforcement agencies, law enforcement agencies, landlords or employers, or allow this information to be used to determine eligibility for government benefits like TANF, HUD, or SNAP.





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