

# APC *now!*

**SPECIAL EDITION**  
**VOLUME 2, ISSUE**

**The Newsletter of Alaska Peninsula Corporation**



**COVID-19.  
IT'S HERE.  
WHAT YOU NEED TO KNOW.**



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# Chairman's Report



*Trefon Angasan, Chairman  
of the Board*

When we first sat down to write our submissions for this edition of the newsletter, we were preparing to announce some surprise developments within the corporation. Information to include a record year of production, shareholder job opportunities, the planning for a distribution, and developing summer projects in villages. Although the mood of this good news now seems clouded by the uncertainties of the Coronavirus pandemic, the Corporation must continue to somehow forge on. It's a difficult reality to work through, however. Many of us whose parents or grandparents survived the pandemic of 1918, vividly recall the stories of entire villages wiped from the face of the earth in just a few short weeks-time.

“These are very uncertain times for all. Through that, we are confident that our effort to create a sustainable, strong corporation over the last few years will prevail.”

Many children became orphaned, stories of the territorial system separating loved ones from one another, sometimes never seeing their family or homelands ever again. For many of us, COVID-19 resurrects those images of an apocalyptic world drawn forth by a rapid acting lethal virus. History repeats itself it seems.

These are very uncertain times for all. Through that, we are confident that our effort to create a sustainable, strong corporation over the last few years will prevail. Given the challenges restricting operations over the last 2 weeks, the suspension of multiple federal bids, our business model has adapted, and we will continue to develop the Corporation and tend to shareholder needs.

Prior to the global advancement of Coronavirus, the theme of our newsletter was intended to be “where we were, where we are, where we are going”. The emphasis to be on effective business planning, the strength of our leadership and the growth of our subsidiaries in the federal business market. At APC, strong leadership coupled with effective business planning means everything. Last year, a significant portion of our revenue came from work performed on the Pebble Project. This year, the tables have turned on our income streams, and we are now seeing the bulk of our revenue come from government contracting and commercial work. Our subsidiaries are proving to be competitive and winning work. Ultimately, we are putting shareholders to work, contributing to local economies and creating greater distributions to our shareholders. Those results are the effects of sound, disciplined business planning. We have diversified and have gone away from the days of placing all our eggs into one basket. The corporation is financially the healthiest it's ever been.

Looking back at where we've been, we appreciate and value the knowledge of our past experiences-good and bad. Looking at where we are, we know we must continue to be diligent, work hard, be adaptive and make sound conscious business decisions in order to continue to be successful. Considering where we'd like to go, we must hold firm to the commitments of our key strategies to realize the vision of APC.

In just a few short years, APC has conquered many milestones, developments and breakthroughs. Aside from today's current events, these are in fact, exciting times for APC. We are beginning to earn the rewards of our hard work, and results of our business planning effort. Moving forward, we must always keep sight of the lessons learned from the past and maintain the discipline needed to make sound effective business decisions which we hope leads to meaningful reward and prosperity.

## CEO Report



David McAlister, CEO

The last few weeks at APC have been a rollercoaster for staff and management. The advent of COVID-19 has complicated operations and created unique challenges for us all.

For the time being, APC continues to be maintained remotely by executive staff and management. If anything, the international response to the pandemic and the challenges those actions present to the Corporation, are proving APC's resilience and solid operations in time of national trouble. We know, that in a lockdown-environment, each of our managers possesses the tools and resources to remotely manage each of their businesses and projects. Our investment into our new IT and accounting software security are certainly paying off, thwarting daily cybercrime around the clock it seems.

The theme of Chairman Angasan's message was to be *effective business planning*, and how APC is succeeding to meet goals created in the planning process, and ultimately how the rewards get back to you, the shareholder.

APC's business planning process is fairly detailed yet remains quantifiable and achievable. Our process is spearheaded by the chairman with significant input from the executive board members. Our administrative and operational

management teams then set out to execute that plan. It's a proven process we are all committed to, and it's working.

Although environmental permitting and resource exploration work has proven to be lucrative for us, it is not sustainable for the time being since Pebble is nearing completion of their scientific research. In late 2018 the board directed me to diversify our revenue streams and portfolio. Since then, our efforts have been centered on the pursuit of commercial and federal contracting opportunities in the interest of broadening our earnings. A narrow focus creates unnecessary risk through dependency, especially for a small business, and that was something the board directed me to mitigate.

We all know how controversial Pebble is, the Pebble Project may or may not come to fruition and the board of directors know this best. The board's response and resolve to certain risks is proving to be highly effective as our bottom line broadens with a rich mixture of diverse revenue from government services and commercial work.

The creation of APC Federal has been a major milestone for APC. Earlier this year we appointed that entity's CEO to work with me to execute the board's strategy to increase marketing and to identify opportunities best suited for APC's size and capabilities. To date, our efforts have resulted in some major achievements with sole sourced work from the government. The outlook for 2020 government contracting is robust and our team of managers are busy and excited for the upcoming year.

Retooling Yukon Electric Inc has had its challenges for APC. Thanks in part to APC board member John Holm's effort acting as temporary general manager, YEI is now on track to become a profitable business, focusing on service calls and emergency callouts, rather than the low-yielding construction projects YEI historically responded to prior to our acquisition. Although John is no longer at YEI, YEI's new management system is proving to be effective and responsive.

Finally, it's my pleasure to announce that at the February board meeting, the executive committee appointed our long-time manager Brad Angasan to the position of President. Doing so makes perfect sense for APC given Brad's role representing the Corporation. From working with financial institutions to government interests and potential teaming partners, Brad's communications skillset is unparalleled, and APC is fortunate to have him. Collaboratively, Brad and I are working to build APC's business development effort and that teamwork is already proving to produce reward for APC. Brad's expertise in communications as well as his vision for APC significantly lend to our ability to grow APC into the future.

As Chairman Angasan has iterated, these are in fact exciting times for APC, regardless of the global situation we are facing.



*Heather Herod, General Manager*

## CORONAVIRUS A SERIOUS IMPACT TO APC GOVERNMENT SERVICES

Government contractors are feeling the impact of the coronavirus and there is no end in sight. The government's focus is on containing the virus and preparing for the spread within the United States, and in areas overseas that implicate national interests. The landscape is changing hour by hour and the coronavirus pandemic has turned our world entire upside down. Schools, events, businesses are shuttered. Many office workers have been sent home to telework. Most of us are working remotely as we do our best to practice social distancing.

The federal government has issued this guidance: "Expect contract schedule and payment delays, facility closures, agencies shifting priorities to telework."

The Department of Defense and the U.S. State Department have stopped travel for employees in the wake of President Trump's recent announcement.

Visits to our federal customers are cancelled due to no one being in the offices. Information briefings to industry for upcoming procurements have been cancelled. This is a severe restriction that makes it impossible to meet with potential teaming partners and government customers.

Likely the biggest impact to us are that pending contract awards are delayed due to the restrictions on gatherings and travel. Upcoming releases of anticipated contracts for bid have also been delayed. Bases have closed to all but essential personnel. Existing contracts have been issued "stop work" orders in some cases. Contract payments are likely to be stalled, not stopped. "Payments to federal contractors by federal agencies are almost certainly going to be negatively impacted, but loss of payment is unlikely on existing agreements." "Contractors are advised to continue work unless a stop-work order is formally issued by the contracting officer."

As we wait for relief, business development cannot stop. Sources Sought responses could result in directed awards eventually. Maintaining an accurate pipeline is also important, as is regular communication with existing teaming partners.

Adapting to the Coronavirus pandemic is certainly problematic for many small businesses and Alaska Native Corporations. However, 2020 marks the beginning of a new decade and a future where our ability to adapt and evolve will define the success of APC Federal.

The federal government is adopting new technologies and embracing a "digital" approach. While the use of technology has received a lot of attention, it is people that are still the heart of government service contracts. It is the commitment and skill of these people *plus* technology that will drive true success. Ultimately, it's all about efficiently delivering to our customer what is asked for by our government customer.

Technology is a critical tool in responding to government contracting requirements. Even non-technical services can be made more cost effective and efficient using technology. Part of our challenge is to identify and apply IT programs to more effectively manage our projects and shape our offerings. Additionally, being efficient internally allows us to be more competitive, more cost effective and as a result, more successful than our competitors. Technology as a tool, integrated into the proposed solutions, will result in APC meeting success in 2020.

We have made major strides in this area with upgrading the internal accounting and financial tracking, documenting past performances and contract data, and collaborating with web-based tools.

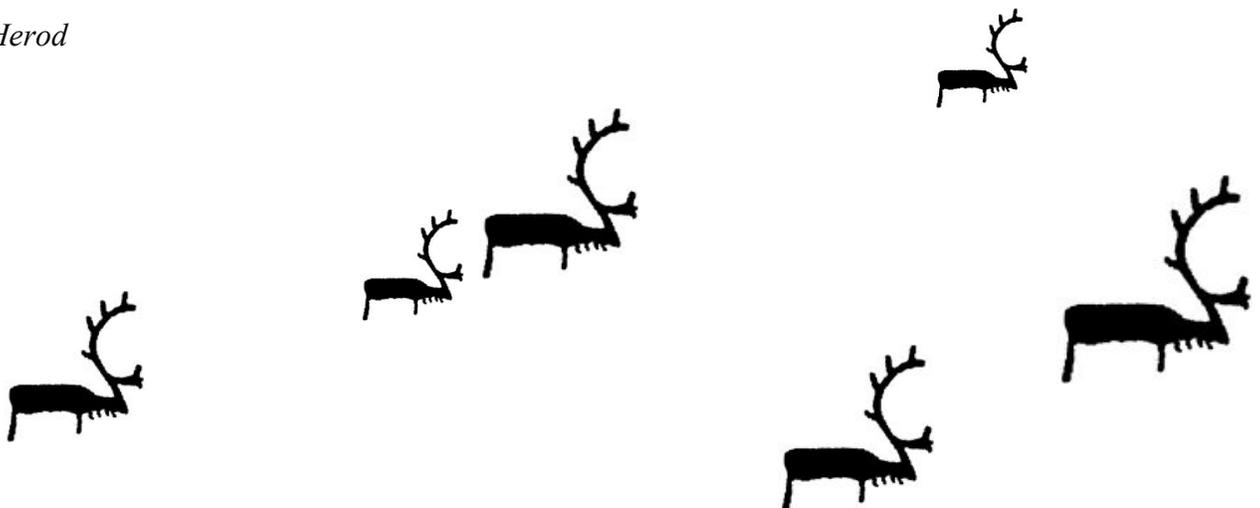
Part of the APC Federal Services 2020 strategy is to partner with technology companies to incorporate technical solutions into our proposed offering to our customers. By integrating computer-based tracking, inventory control, supply chain efficiencies and more, we can increase productivity and accuracy while reducing the headcount, and as a result, the program cost. To win contracts, APC Federal must leverage new technology to improve operations. We can do this with partnering on our bids.

We are focusing on the requirements of our current customers, leveraging off our current and past success with them to launch into to related work channels. This strategy has been very successful with the Army Corps of Engineers. Another strategy is to team with incumbent contractors. These companies have needs we can meet on a re-compete of their work such as filling the 8(a) requirements to bid, strong experience and success with the current customer, and the capability to contribute to the development of a cost-effective solution.

Currently we are teamed with a large company to pursue Department of Defense opportunities in Utah and New Mexico. We are working with another small woman-owned business to provide operations and maintenance support to the Army Corps of Engineers in North Carolina. Other markets we are pursuing include opportunities at NASA in Huntsville, Alabama, and support services for the US Air Force.

APC will continue to focus on our customer needs and build a pipeline that aligns with customer priorities. We need to offer what the customer wants, and needs, letting customers know that our offerings comply with their requirements. Tools, such as acquisition forecasts, responding to sources sought announcements, and industry days, help us track activities and get ahead of an RFP before it's released.

*Heather Herod*





*Brad Angasan, President*

## Brad Angasan Appointed to President

*Anchorage, AK-* The Alaska Peninsula Corporation is pleased to announce the appointment of shareholder Brad Angasan to the position of President. Brad has been with APC since 2005 and has served in several roles and capacities including subsidiary business manager/ president/ CEO. Currently he's the longest serving employee of APC.

Over the last several years, Brad has progressively transitioned into the corporate management team serving as corporate Business Development Manager, Land Manager, Vice President of Corporate Affairs and Sr. Vice-President.

In addition to corporate governance Brad continues to oversee government & business relations and management of APC's 400,000 acres of land assets throughout the Bristol Bay region. Brad will work directly with CEO Dave McAlister and the Board of Directors to develop and execute corporate strategy and business development as well as represent the image of APC to a broad spectrum of

“Brad is well connected throughout the Alaska Native business community and beyond. He's well-known for his sense of diplomacy and transparency, which are central elements to our corporation's success. He's a communications expert with a knack for making solid connections throughout our marketplace and business environment. The appointment to president will be a natural transition for Brad who already serves as the corporate image to many of our key business partners and political leaders at the statewide and national level”, says CEO Dave McAlister.

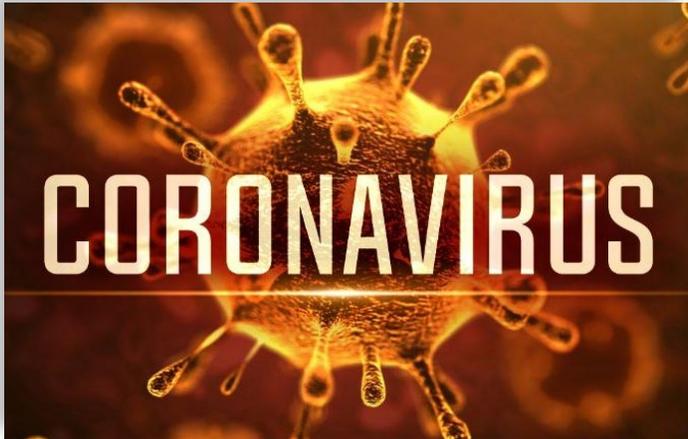
Brad is originally from South Naknek and is an APC descendant/shareholder. Having been born after the December 18, 1971 ANCSA cutoff date, he represents the next generation of Native leader at APC. He is a commercial fisherman, married to RONALDA ANGASAN, whose family is originally of Ugashik and Kanatak, and the father of Spirit, Hunter and River all of Anchorage. Prior to coming to APC, Brad worked as a program manager at Bristol Bay Native Association (BBNA) in Dillingham from 1998 to 2005, and as a BBNA Village Public Safety Officer from 1995 to 1998. He's attended Western State College of Colorado from 1991-1993 and is a lifelong supporter and student of continuing education at the University of Alaska Fairbanks.

“I love working with our people. Our shareholders have always been an extension of my own family and I do my best to treat them as such. Each of our villages are unique and rich with individual culture, I have always felt at home and at peace while visiting the places that make up APC. APC's business future is filled with a broad spectrum of opportunity and growth, and it's an exciting time to be part of the team here” says Brad Angasan.

Brad's transition to president was finalized March 15, 2020. His primary focus is to coordinate corporate growth and development with CEO Dave McAlister, and to promote the business mission of the board of directors within the corporate structure. Brad will represent the corporate interest to potential business partners, government entities and throughout the Alaska Native



# CORONAVIRUS IS NOW HERE IN ALASKA



APC WANTS YOU  
TO UNDERSTAND  
ALL YOU CAN TO  
PROTECT  
YOURSELF AND  
LOVED ONES.

## IS CORONAVIRUS AND COVID-19 THE SAME THING?

YES. Coronavirus and CoVID-19 are used to describe the same thing. CoVID-19 stands for coronavirus disease 2019. It was first discovered in Wuhan, China in 2019. It was first identified as an international public health emergency in January 2020. By March 11, COVID-19 was declared a pandemic. COVID-19 is a “novel virus”, which means science and the medical world knows very little about it. There is no known vaccine or cure for those infected with the virus.

## HOW IS COVID-19 SPREAD?

ACCORDING TO THE CDC-The virus is thought to spread mainly from person-to-person... Between people who are in close contact with one another (within about 6 feet). Through respiratory droplets produced when an infected person coughs or sneezes. These droplets can land in the mouths or noses of people who are nearby or possibly be inhaled into the lungs or transferred from hands to nose, eyes, mouth.

## DOES EVERYONE EXPOSED TO COVID-19 END UP IN THE HOSPITAL OR DIE?

NO. However certain people are at higher risk of suffering greater complications during sickness, which can make treatment and recovery more difficult. RARELY, older people, those with a history respiratory illness, diabetes and other underlying health issues may suffer complications that can cause death.

## IS SPREADING COVID-19 PREVENTABLE?

YES! The best way to PREVENT THIS ILLNESS is to avoid exposure to the virus, however, it's possible to have (had) contact with someone who is unaware that they've been infected. Currently, the best measures to prevent COVID-19 include:

- PRACTICING SOCIAL DISTANCING!
- AVOID STEAM BATHS, SAUNA OR COMMUNITY JACUZZIES & HOT TUBS
- Avoid contact with people who are sick

- Keep your hands away from your eyes, nose, and mouth.
- Cough or sneeze into the inner corner of your elbow, or in a tissue, then discard the tissue in the trash immediately.
- Wash your hands OFTEN with warm water and soap for *at least* 20 seconds, especially after using the restroom. If water and soap are not readily available, use an alcohol-based hand sanitizer that contains at least 60% alcohol.

## WHAT ARE THE SYMPTOMS OF COVID-19?

The COVID-19 virus affects different people in different ways. COVID-19 is a respiratory disease and most infected people will develop mild to moderate symptoms and recover without requiring special treatment. People who have underlying medical conditions and those over 60 years old have a higher risk of developing severe disease and death.

### Common symptoms include:

- *Fever*
- *Tiredness*
- *Dry cough*

### Other symptoms include:

- shortness of breath
- aches and pains
- sore throat
- and very few people will report diarrhea, nausea or a runny nose

People with mild symptoms who are otherwise healthy should self-isolate and contact their medical provider or a COVID-19 information line for advice on testing and referral.

People with fever, cough or difficulty breathing should call their doctor and seek medical attention

## I'M A COMMERCIAL FISHERMAN, WHAT'S GOING TO HAPPEN THIS SUMMER?

As far as we can tell, there will be a 2020 fishing season. However, there are several villages and towns very concerned about community transmission of the virus, and rightfully so! Some processors, such as Trident Seafoods Corporation are in the process of creating screening standards for processors and protocols for entering the premises. We urge all fisherman, to assess all risks associated with the possibility of becoming exposed in a small village or exposing others if you're a carrier. There are several community interests to consider and multiple forms of government that include borough entities, municipalities and tribes. It is your responsibility to comply with individual community standards.

It is highly probable that incoming fisherman will need to submit some form of quarantine plan upon arrival to their port of call.

It is widely known that each individual processor intends to manage their own safety standards to protect both processors and fleet.

## **Fishermen are urged to keep in contact or monitor the following entities and resources for updated information, and potential restrictions:**

ALASKA AIRLINES

RAVN AIR

LAKE & PEN AIR

DENAINA AIR

ILIAMNA AIR TAXI

KING'S FLYING SERVICE

BRISTOL BAY BOROUGH

LAKE AND PENINSULA BOROUGH

CITY OF DILLINGHAM

CITY OF EGEGIK

CITY OF PILOT POINT

NATIVE VILLAGE OF SOUTH NAKNEK

KING SALMON VILLAGE COUNCIL

SILVER BAY SEAFOODS

YARD ARM KNOT

ALASKA GENERAL SEAFOODS

PETER PAN NORNAK/DILLINGHAM

NORTH PACIFIC SEAFOODS-PEDERSON POINT

ICICLE SEAFOODS

OCEAN BEAUTY SEAFOODS

LFS BOAT YARD-NAK

LMI BOAT YARD-NAK

PAF BOAT YARD-DILLINGHAM

## **I'VE BEEN LAID OFF WORK, WHO CAN HELP?**

Alaskan's who've been laid off due to coronavirus are urged to visit the State of Alaska, Dept of Labor website at <https://labor.alaska.gov> to file for special unemployment assistance. Presently there are more resources being set-aside by the federal and State of Alaska to assist those who've been displaced due to coronavirus. People are also urged to make contact with banks and creditors to inform them of their financial hardship.

# DISTRIBUTION!

In lieu of economic challenges brought forth to shareholders by COVID-19, the APC Board of Directors have issued an early distribution of \$5 per share to every eligible shareholder.

Prior to COVID-19's advancement across the world, the board sought to announce the distribution at the annual meeting, which was scheduled for April 18<sup>th</sup> in Anchorage. The meeting has since been postponed to a later date sometime in October. Shareholders can expect direct deposits and checks to be cut with 45 days of the official announcement on March 27.

\$5

## DIRECT DEPOSIT

**If you have not already done so, sign up for APC's direct deposit! Applying is fast and easy and is the quickest way for shareholders to get their distribution share.**

Simply go to [www.alaskapeninsulacorp.com/shareholders/corporate-forms](http://www.alaskapeninsulacorp.com/shareholders/corporate-forms) save a copy of the Direct Deposit Form to your computer, fill out, print, scan and email a copy to **AP@alaskapeninsulacorp.com**, or send to:

ALASKA PENINSULA CORPORATION

ACCOUNTING DEPT.

310 CALISTA CT, #101

ANCHORAGE, AK 99518.

# Shareholder Spotlight

## Michelle Ravenmoon, Pope & Vannoy Landing, Iliamna Lake



*Michelle Ravenmoon, tanning moose hide*

Michelle Ravenmoon is living her dream at Pope & Vannoy on Lake Iliamna, where she is working on rebuilding her childhood home. Continuing a long tradition of gardening by her family, Michelle has developed her land into a small business called Pope Vannoy Gardens, which grows organic vegetables for the local communities. She hosts volunteers from various parts of the world through a program called World Organic Organized Farming. Volunteers learn about the local culture, including harvesting and preserving food from the land in modern and traditional ways, while working in the gardens, gaining skills, and experiencing of an off the grid lifestyle.

Michelle also works as an independent cultural consultant and travels around her region teaching cultural and outdoor activities. She especially enjoys working with youth. Michelle has co-developed an outdoor learning camp for youth, which teaches Dena'ina culture, anthropology, outdoor survival skills, and photography. The outdoor camp is called Quk' Taz'un, "The Sun is Rising," which was created in an effort to renew hope in language revitalization, traditional culture, healing from generational trauma, and teaching appreciation and respect for the wilderness.

Michelle has studied her Native language of Dena'ina and had been involved in teaching and sharing her language. She has co-taught Dena'ina in Kenai as part of University of Alaska Fairbanks Alaska Native Language Center's Career Ladder program. Michelle worked for Lake Clark National Park and Preserve where she had the opportunity to work on mapping Dena'ina place names, assist in publications such as, Nanutset Ch'u Q'udi Gu Before Our Time and Now, an ethno history of Lake Clark National Park, Dena'ina Etnena, a Celebration, a collection of essays and documented place names, Dena'ina Chalyahi "Talking pictures," a picture dictionary; and created interpretive programs on subjects such as Native place names, Dena'ina sewing, and how museums and archives benefit local people. She also helped create a film with the Pratt Museum on Dena'ina chiefs called, "Dena'ina Qeshq'a" which features the late Frank Hill.

Michelle is also an artist making traditional style Dena'ina birchbark baskets, clothing, and jewelry. She hunts and tans much of her own leather in the traditional style of her ancestors. Michelle makes and sells jewelry and clothing made from natural materials through her business, "Ravenmoon Dena'ina Art." She has also hosted an Artshop (an artist program funded through Alaska State Council on the Arts) in Kokhanok to make the Iliamna style seal skin parka with a master sewer Annie Parks.

Michelle volunteers on several boards. She is currently on the Lake and Peninsula Borough, Alaska Conservation Foundation, and Bristol Bay Native Corporation Education Foundation.



# APC Projects Creating Local Jobs for Shareholders

Jobs are being created throughout APC villages, as subsidiaries begin prepping for summer projects. New for this season, are the Savonoski Material Deposit, leading into the South Naknek airport runway project, and the remediation project in Port Heiden. The remediation project led by Talarik Research Exploration Services LLC is expected to last up to two years and will employ a full workforce through direct hire and contract labor with the local tribal organization.

The airport project is led by Quality Asphalt and Paving of Anchorage and LMI of Naknek, which began work in February developing the new material pit approximately 5 miles East of South Naknek, outside the old village of Savonoski. This new material site is jointly managed by APC and BBNC under a cooperative agreement. Haul crews worked around the clock stockpiling material in preparation for Spring work to begin repairing the runway in early February. The new material site is anticipated to supply a significant source of aggregate material which seems to be in short supply in the immediate Naknek River area.

Elsewhere, APC Services plans to reopen the Kokhanok man-camp for a short period, providing accommodations for exploration services occurring in the general area.

At this time, it is uncertain the impact COVID-19 work restrictions will have on the upcoming work season.

## JOB ANNOUNCEMENTS

*Learn More and Apply at [www.alaskapeninsulacorp.com](http://www.alaskapeninsulacorp.com)*

**Project Laborer-** Talarik Research Restoration Services. Port Heiden. Multiple positions open. Open until filled.

**Assistant Site Supervisor-** Talarik Research Restoration Services. Port Heiden. One position. Open until filled.

*APC is an EEO Employer. Preference given to qualified shareholders, where two equally qualified applicants apply.*

## Free Advertising!

Are you and APC shareholder who owns a business? Could you get more out of advertising? Take advantage of free space, here at APC *now!* - the newsletter for Alaska Peninsula Corporation. APC *now!* is published 4 times per year and posted at [www.alaskapeninsulacorp.com](http://www.alaskapeninsulacorp.com) and enjoys a worldwide audience.

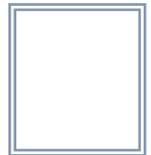
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