

# Totem Times

Building A Better Community By Providing Quality Communications



## CFC Leader in Alaska

*Cape Fox Corporation (CFC) has enjoyed four consecutive years of growth. Cape Fox Shareholders and employees have ... page 5*



## Introducing Cape Fox Cares

*Tlingit natives have a strong belief in family and supporting the whole community. The Tlingit natives of ... page 9*



## Bar Harbor's New Website

*Bar Harbor is considered by many to be Ketchikan's finest dining experience. We provide unique fare to tourists and locals so ... page 10*



## 47th Annual Meeting of Shareholders

The Cape Fox Corporation (CFC) 47th Annual Meeting of Shareholders will be held electronically and broadcast live on the internet on November 7, 2020, at 1:30 p.m. Alaska Standard Time (AKST), and any adjournment or postponement thereof. This "virtual" meeting will be broadcast live on the internet through the CFC's Shareholder portal at [www.MyCapeFox.com](http://www.MyCapeFox.com) and **THERE WILL BE NO IN-PERSON MEETING!**

*continued on page 6*



## Cape Fox Lodge – 30 Years of Stories



Cape Fox Lodge (CFL) is tucked into the hillside on the edge of the Tongass National Forest, among broad stands of spruce, hemlock, and cedar. CFL draws visitors every year from all over the country who want to enjoy luxurious accommodations, first-class cuisine, the best fishing, hiking, adventures offered, and a rich history of Alaska and the Tlingit culture. While this year may not be one many find much to celebrate, here at Cape Fox Corporation (CFC), we do have something to celebrate. CFL has hit a significant milestone birthday. Our Lodge opened 30 years ago to the public in October 1990. CFL is proud to have been part of the community in Ketchikan, Alaska, for 30 years providing lodging and events.

*continued on page 3*



First, I want to thank the Cape Fox Corporation (CFC) Shareholders who have come together as a community over this past year. The Tlingit tradition of holding family and community in importance has shown through everyone united in strength and resilience. It is that fortitude passed down from our ancestors that will get us through this as well. I also want to thank all the employees, executives, and customers who have continued to work hard to ensure CFC continues not just to operate, but expand, grow, and strengthen its daily operations. The CFC community has made me and the Board proud. I also encourage Shareholders to continue participating in the corporation and continue providing feedback regarding the direction of the company. I am grateful for the opportunity to continue to serve as the President of the Board. As a Board, we will continue to oversee the progress of the company and safeguard the interests of our Shareholders.

This year has taught us much about appreciation and compassion. The Board and I are gratified to watch the growth of the company with growth in our Federal Contracting Group and expansion in the services provided on our Commercial side. At the same time, we must hold compassion for our community and those who struggle daily in this new environment which has affected jobs,

## President's Message

"CFC, its Shareholders, and its employees are all uniting during these tough times to create an environment of success."

social interactions, and increased concern for health. We have always opened our arms to those in need and opened our doors to our neighbors. CFC will continue to include in its mission that concern for our Shareholders. While we all work hard, we must never forget to always have open doors and open hearts for those who need it.

Through everything that has occurred and changed throughout this unprecedented year, one thing for which we should all be grateful is that CFC is strong and growing. Our business strength has allowed our commercial businesses to continue and adapt to a changing environment, our federal side to become more of a leader it strives to be, and our corporate side be able to invest more in our community and our Shareholders.

I am often reminded of the influence CFC can generate. Whether I am in Saxman or Ketchikan, talking to local citizens and business owners, or working with the Board and the Corporation on business interests, people are talking about and recognizing the strength of CFC. This shows as we were listed in Alaska Business magazine as the 40th largest Alaska Corporation in the Top 49er rankings of 2020. The Board and I are proud of this accomplishment. It shows also through the hard work and strength of everyone at CFC who contributed to this achievement.

Our Federal Group this quarter has won many new contracts to provide everything from construction services to human resources to event planning to occupational health services. Our Commercial side, who

felt the effects of the pandemic the most with the loss of the tourist season, was able to expand and adapt. Bar Harbor has a new website ([www.bhalehouse.com](http://www.bhalehouse.com)), all restaurants offered to-go and delivery, and the Village Store now has an online shop where you can go anytime you like to purchase some of the beautiful gifts and art it offers.

While the business is doing well, we should not lose sight of how we got here and where we want to go. The Tlingit people have had to adapt to change often throughout our history, and our people are resilient. CFC, its Shareholders, and its employees are all uniting during these times to create an environment of success. We remain committed to open and consistent communication with Shareholders, so each of you understands the direction of your company.

I will be delighted to see everyone at the upcoming 47th Annual Shareholder Meeting on November 7th. As a consequence of the circumstances of the pandemic, this will be a virtual online meeting. We hope everyone registers on [www.MyCapeFox.com](http://www.MyCapeFox.com) to Livestream the event. If you need assistance with logging in or viewing the Annual Meeting on the site, please contact Shareholder Services at (703) 686-2285.

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Clifford Blair  
Board of Directors President  
Cape Fox Corporation





# Cape Fox Lodge – 30 Years of Stories

CFL is a subsidiary of CFC. CFC represents the Tlingit people of the Village of Saxman. Throughout CFL, you can view the Tlingit art and historical artifacts. CFL represents a long history of what community means to Tlingits. Tlingit culture puts a heavy emphasis on family and community.

CFL was not the first time CFC participated in the hospitality and tourism industry. Until mid-1985, CFC managed a hotel in Juneau, AK, the Cape Fox Sheffield Hotel. In 1987, CFC was determined to clear its company debts and move forward with an adaptive business model. The timber industry, where CFC's primary business endeavors started, was beginning to significantly decline, leaving CFC to think of other ways to survive and maybe even grow. Around the same time as its previous hotel venture closed, Saxman, Alaska, created a three-year initiative in 1986 to increase tourists' numbers to the village. In 1985, 16,000 tourists visited Saxman. Most of them were bused to the Totem Park from their cruise ship docks. Tourists would walk among the carved poles, shop at the new Village Store, and see traditional dance and song demonstrations by the Cape Fox Dancers. There was no Lodge where they could relax after their visit, see and learn even more about Tlingit culture and art, and enjoy true Alaskan cuisine.

## Welcome to the Cape Fox Lodge

The idea to build a Lodge would help attract more tourists and give CFC even more opportunity to increase awareness about Tlingit hos-

pitality and more education and cultural understanding of the Alaska Natives of Saxman. CFC Board approved the idea of the Lodge and construction began in 1989 on what was known as Cape Fox Hill. Several of the CFC Shareholders were among the crew to help build the Lodge.

CFL was built on what was known as Cape Fox Hill. It is tucked into the hillside on the edge of the Tongass National Forest, among broad stands of spruce, hemlock, and cedar. On October 1, 1990, CFL officially opened for guests and visitors. The three smaller suites opened on November 1, 1990, and the funicular tram used even today to transport guests up to the Lodge began six months later on March 1, 1991.

Today, the Lodge's breathtaking views of Ketchikan draw visitors from all over the country, who enjoy luxurious accommodations and first-class creative cuisine. The Lodge has become known as a sophisticated retreat for adventurers and those with interest in history. In 1990, the Lodge was built with 69 guest rooms and two comfortable suites. Westmark Hotels initially managed it, but in 2006, CFC took over full management of the Lodge. From day one, the Lodge has provided relaxation and a rustic charm that many search for when visiting Alaska. Ketchikan, Alaska is where the cruise ships dock, and CFL is what the tourists want. Whether it is hiking in America's only rain forest, taking a relaxing fishing trip, or just tasting the finest cuisine in Southeast Alaska, CFL has been known as the place to stay for thirty years.

*continued on page 4*



## Leaving Their Mark

Tlingit Alaska Natives value the history passed down from past generations and sought to share it with visitors and guests. CFC also cherishes all its Shareholders and employees, but even more so our Elders. When the Lodge was erected in 1990, our Elders marked this momentous occasion by placing their handprints on the banquet rooms' pillars. All our visitors and future generations will see these handprints. They have left their mark and shown us the importance of remembering our ancestors and remembering their work, their knowledge and the stories they shared with us. It also reminds us to make our own mark on the world around us.



In 2017, CFC approved an extensive renovation project for the Lodge was completed in the fall of 2019. The Lodge updated both the exterior and interior to keep it fresh, modern, but still containing the historic Tlingit charm that makes everyone feel welcome. The showcase of the Lodge is the Tlingit culture and history portrayed through the artwork and decoration. The rooms all have Northwest Coast Formline Design throw pillows and blankets while the walls have Tlingit art. One of the main showcase pieces is a canoe hanging from the lobby of the Lodge and is the first sight you see.

A Lodge surrounded by history and culture has created its own stories over the past 30 years. The Lodge hosts weddings in the romantic setting of Alaska with mountain views and waterways. Businesses hold their conferences and conventions at the Lodge, political fundraising events are hosted here, and charitable fundraisers love to have their

events at the Lodge. However, if you are more interested in a good ghost story, the Lodge even boasts that. Stories of haunted rooms excite, whether real or not. We have them all. Love stories, business stories, political stories, and cultural stories.

The Lodge has become a legend itself this year with the momentous milestone of 30 years in business, providing adventure, history, culture, and stories. Come in to see the black handprints on the pillars in the banquet room, enjoy the finest Alaskan-inspired cuisine, relax in front of the Lodge's fireplace, and create your own stories.

While CFL cannot celebrate its 30th-year milestone with a large celebration, or Tlingit potlatch, it is proud of its history and looking forward to expanding everyone's knowledge of Tlingit culture while creating more stories for another 30 years. ■

## CONGRATULATIONS

### 2020-2021 Eugene Trout Scholarship Recipients!

The Cape Fox Corporation (CFC) Board of Directors approved Eugene Trout Scholarships for 5 applicants during the Q2 Regular Board of Directors Meeting held on July 17-18, 2020. The CFC Board of Directors congratulates the following recipients wishing them all success as they work hard to further their education and careers.

**Randy Estrin** – An undergraduate student seeking his Associates at the Haskell Indian Nations University, majoring in Computer Science

**Rebecca Estrin** – An undergraduate student seeking her Associates at the Haskell Indian Nations University, majoring in Art

**Gabriella Daniels** – An undergraduate student seeking her Associates at the University of Alaska Southeast, majoring in Business

**Kiara Hodges** – An undergraduate student seeking her Bachelors at the Lewis-Clark State College, majoring in Early Childhood Development

**Kyonia Williams** – An undergraduate student seeking her Bachelors at the University of Alaska Southeast, majoring in Business Administration Accounting

The Eugene Trout Scholarship is open to CFC Shareholders and their immediate families. We encourage you to submit an application for the 2021 – 2022 academic year!





## Cape Fox Corporation A Leader Among Alaska's Largest Businesses

Cape Fox Corporation (CFC) has enjoyed four consecutive years of growth. Cape Fox Shareholders and employees have worked hard, and our hard work has shown with new contracts and business acquisitions. This growth has been recognized. *Alaska Business* magazine has named CFC #40 in top Alaska businesses in their Top 49ers ranking for 2020 due to a 12% increase in 2019 revenue. Our business growth has enabled us to stay steady in ranking of *Alaska Business* even through a year that has touched our commercial businesses.

*Alaska Business* is the premier magazine and website publication for businesses in the State of Alaska. This monthly magazine covers news and recognition of Alaska businesses from a large multinational corporation to small businesses. The magazine has awarded the Top 49er award to companies since 1985. This award recognizes companies ranked by their gross revenue. To be recognized, an enterprise must be at least 51 percent Alaska-owned with operations in the state. The Top 49er recognition includes Alaska's major business sectors, including

Alaska Native, transportation, oil and gas, finance, construction, and retail.

CFC has seen steady growth over the past few years. This growth is due in large part to our Shareholders, employees, and clients. While 2020 has been a year full of many challenges, our Cape Fox team came together to continue the success of the company. When we view our ranking, remember we are a company of steadiness and growth but also resilience. Our ranking is more than a number; it is a recognition of us as a resilient leader among Alaska businesses. As a leader, we provide employment, give back to communities, provide education benefits, and continue to maintain the heritage and culture of our organization. We are a team and a family, and this award is for all of us and our hard work and dedication.

To read more about the 2020 Top 49ers issue, you can visit [digital.akbizmag.com/issue/october-2020mv/](http://digital.akbizmag.com/issue/october-2020mv/), or you can also follow our social media pages, Twitter @CapeFoxCorp, Facebook and LinkedIn Cape Fox Corp. ■

## 47th Annual Meeting of Shareholders Live Stream



Due to the COVID-19 pandemic, large gatherings are being discouraged. For the safety of our Shareholders, the 47th Annual Meeting of Shareholders will be held virtually using live streaming through our Shareholder portal, **MyCapeFox.com**, on November 7th, 2020, at 1:30 p.m. AKST, and any adjournment or postponement thereof. **THERE WILL BE NO IN-PERSON EVENT!**

Below are instructions on what you need to register and sign into **MyCapeFox.com**.

To register, here is what you will need:

- Name
- Date of Birth
- Current Mailing Address
- Last Four of Social Security Number
- Valid Email Address

## Questions

Please contact Shareholder Services at—[shareholderservices@capefoxcorp.com](mailto:shareholderservices@capefoxcorp.com)

**703.686.2285**

## Prizes!!

To be eligible for prizes, you must be a Shareholder or a custodian of a Shareholder and individually logged into your own **MyCapeFox.com** account at the time of award announcement. All prizes will be awarded by drawing, held during the virtual meeting.



## Let's Connect

### Cape Fox in Real-Time

Cape Fox has various ways you can learn more about our companies in real-time. Here is a listing of links to all the Cape Fox social media channels. We would love to connect with you.

#### Cape Fox Corporation

Follow @CapeFoxCorp on Twitter, Facebook, LinkedIn, Instagram, or YouTube.

#### Cape Fox Federal Contracting Group

Follow @CapeFoxFCG on Twitter, Facebook, LinkedIn, or YouTube.

#### Cape Fox Lodge

Follow @CapeFoxLodge on Facebook

#### Sweet Mermaids

Follow @SweetMermaids on Facebook and @SweetMermaidsKetchikan on Instagram

#### Dockside Galley in Saxman

Follow @docksidegalleysaxman on Facebook

#### 108 Tap House and Burger Bar

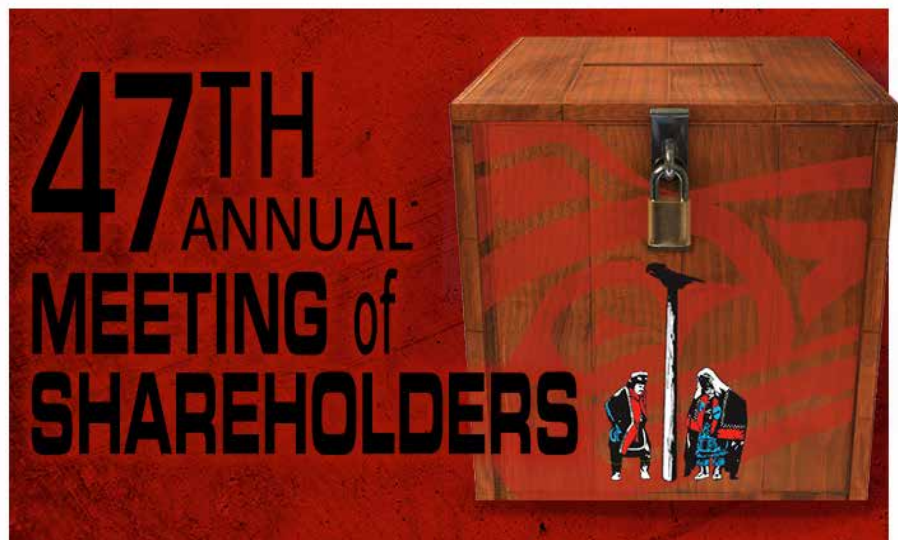
Follow @108-Tap-House-Burger-Bar on Facebook

#### The Village Store

Follow @TheVillageStoreSaxman on Facebook  
Follow @the.village.store on Instagram

#### Cape Fox Cultural Foundation

Follow @capefoxculturalfoundation at Facebook



Due to the COVID-19 pandemic, there will be no in-person attendance at the 47th Annual Meeting of Shareholders, so we recommend that all Shareholders vote using the Proxy and mail in your vote as soon as possible to the Inspector of Elections. All Proxies must be received by the Inspector of Elections prior to 5:00 p.m. AKST, on Thursday, November 5, 2020. Instructions on how to complete your Proxy can be found in the Proxy Statement.

The Corporation will hold in-person registration and voting on the day of the Annual Meeting. However, you are encouraged to vote in advance by Proxy because health and safety requirements may change, which could prevent the Corporation from holding in-person registration and voting. To ensure your vote is counted, please send in your Proxy prior to the deadline. If in-person registration is later canceled due to health and safety requirements, then we will notify Shareholders of the cancellation and the alternative method for voting by posting the information and instructions at:

- 1) Corporation's Saxman Office located at 2851 S. Tongass Hwy, Ketchikan, AK 99901**
- 2) on the Corporation's website at [www.CapeFoxCorp.com](http://www.CapeFoxCorp.com)**
- 3) on the Corporation's Shareholder Portal at [www.MyCapeFox.com](http://www.MyCapeFox.com)**
- 4) on the Corporation's Facebook page at [www.facebook.com/capefoxcorporation](http://www.facebook.com/capefoxcorporation)**

Details about the alternative method for voting in the event of cancellation of in-person registration and voting is included on page 14 of the Proxy Statement.

Registration begins at 9:00 a.m. and ends at 4:00 p.m. AKST, on Saturday, November 7, 2020, at Cape Fox Lodge, Shaa Hit A, B, & C, 800 Venetia Ave, Ketchikan, AK 99901. In order to vote in-person, you must register to vote before registration closes. All ballots must be cast before the polls close at 4:30 p.m. AKST, on the day of the Annual Meeting. You do not need to register to vote if you have already voted your shares by Proxy. Transportation will be available for all Shareholders from their home to the voting poll and back.

**To schedule transportation, please contact: Crista Thomas at (907)225-5163 x428.**



We are implementing certain health and safety requirements to provide Shareholders with the opportunity to vote in-person. To register and vote in-person, you must follow all required health and safety procedures at the registration location. **If you do not feel well, please stay home for the protection of your fellow Shareholders and staff.** We encourage all Shareholders to submit Proxies before the Proxy deadline rather than vote in-person for health and safety reasons and because state and local policies may change, which could include a prohibition on voting in-person.

The CFC Annual Meeting Packet was mailed out to Shareholders of record as of Monday, September 28, 2020. The packet included the following:

• <b>CFC Shareholder Welcome Letter</b>	• <b>Proxy Statement</b>
• <b>Proxy on blue colored paper</b>	• <b>Self-Addressed Envelope to Elgee Rehfeld, LLC</b>
• <b>2019 Annual Report</b>	• <b>46th Annual Meeting of Shareholder Minutes</b>
• <b>www.MyCapeFox.com Flyer</b>	• <b>Red Ticket Incentive Flyer</b>

**All Proxies must be received by the Inspector of Elections prior to 5:00 p.m. AKST, on Thursday, November 5, 2020, to be voted at the 47th Annual Meeting of Shareholders.** ■

# SHAREHOLDERS

## Dividend Distributions

Two Shareholder distributions have been declared by the Trustees of the Cape Fox Shareholder Tinaá Trust.

**1. October 28th** – Corporate One-Time Distribution Fall 2020  
Amount: \$18.00 per share  
Record Date: October 22, 2020

**2. November 12th** – 7(j) Dividend Declaration Fall 2020  
Amount: \$12.00 per share  
Record Date: October 22, 2020

Please be aware that checks being mailed via USPS may take an excess

of seven days to arrive at their mailing address. If Shareholders elect for direct deposit, they will receive their distribution in as little as one day, depending on the financial institution.

Shareholders can also update their mailing addresses or direct deposit information online at **MyCapeFox.com**. If you have any questions, please contact Shareholder Services at (703)686-2285 or **shareholderservices@capefoxss.com**.

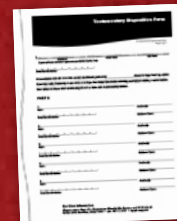
## Red Ticket Incentive

The Red Ticket Incentive is motivation for Cape Fox Corporation (CFC) Shareholders to update their Shareholder files. The incentive ensures CFC fulfills the wishes of each individual Shareholder in regards to their shares and life insurance. CFC encourages Shareholders to complete and submit the below requirements prior to the 47th Annual Meeting of Shareholders.

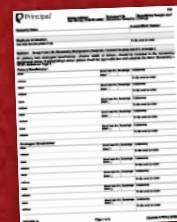
### 1 Register for MYCAPEFOX.com



### 2 Fill out Testamentary Disposition Form (must be signed in front of a notary public)



### 3 Fill out Principal Life Beneficiary Designation Form



All completed requirements must be submitted either in-person at 2851 S Tongass Highway, Ketchikan, AK 99901, by mail via USPS at PO Box 8558, Ketchikan, AK 99901, or by fax at 1(202)403-3951. To submit completed requirements in-person, please call ahead to (907)225-5163 x428 to schedule an appointment.

**shareholderservices@capefoxcorp.com**  
**907.225.5163**

# The Village Store SHOPPING

Welcome to the offseason! Normally the Village Store is locked up tight for the winter after the departure of the last cruise ship. This year was not a typical year though and we are pleased to announce that we will have a few special shopping events planned for our community during the upcoming months. During the months of October, November, and December we will be open specific weekends for holiday shoppers. Come on in to get that perfect holiday gift.

Open for Holiday Shoppers:

## OCTOBER

11am-5pm October 2 & 3, October 16 & 17, October 30

The Village Store will be closed on October 31 so we can participate in the Community Trick-or-Treat event at Cape Fox Lodge that day.

## NOVEMBER

11am-5pm November 13 & 14, November 27 & 28 (Black Friday specials to be announced)

## DECEMBER

11am-5pm December 11 & 12

Private shopping parties can be scheduled throughout the offseason. Expect to see many more products added to our online store at [shopvillagestore.com](http://shopvillagestore.com) and as always, continue to check our social media for updates.

## Cape Fox Commercial HIGHLIGHTS

Now that it is fall, many of our commercial businesses are already preparing for the holidays. This year has taught us much about what is important and how to be resilient. It has also taught us about the importance of unity and togetherness. As we head into the holidays, our businesses are planning events to celebrate friends, family, and togetherness.

### Cape Fox Lodge

Cape Fox Lodge (CFL) will once again be doing its annual Gingerbread house display in the Lodge lobby following Thanksgiving. Come on out and check all the creative, colorful, festive designs. This year forced many adaptive solutions once the tourist season was canceled. We are excited to turn our attentions towards planning for next year. CFL is looking at opening a new tour next year that will work in collaboration with the Great Alaskan Lumber Jack Show. The tour will be a Taste of Ketchikan tour where people can enjoy a presentation of how to prepare local foods. Now that our doors are open to everyone again, we look forward to seeing our friends visit CFL again.

### Dining

We are back! All our restaurants and cafes are open again at 100% capacity. The restaurants are currently working on limited schedules. We are all delighted to eat, drink, and be merry with our neighbors and see friends again.

**Sweet Mermaids** is thrilled to expand the Cape Fox family. Sweet Mermaids has hired Amy Williams who used to work at Sea Hag Confections. Amy will coordinate and manage new events and give them

an international feel. Our pastries, which were already the best in town, have gotten even better. Welcome, Amy! We are excited to have you join the Sweet Mermaids team and the Cape Fox family.

Sweet Mermaids is adding fresh bakery products to our menu and will be supplying the Cape Fox family of restaurants with Sweet Mermaids produced breads and pastries. Now you can get the sweet tastes of our menu wherever Cape Fox is located.

**Dockside Galley** will be changing our winter hours of service to 10am to 9pm Tuesday through Saturday. We will still be doing our Freak Shake Friday's and holiday pie, so come in soon to pre-order that holiday pie you love. Don't forget to check out our specials or enjoy the best burgers in Alaska.

**108 Tap House and Burger Bar** is open Tuesday through Saturday 11am to 10pm. We feature hand-crafted burgers and cocktails. If you like theme nights, 108 Tap House is starting to do weekly theme nights. The Luau night was a great success and 108 Tap House will soon be presenting even more. Come out to try the new holiday themed cocktails that will be added to our menus soon!

**Bar Harbor Ale House** is open Wednesday through Sunday 11am to 9pm and has the largest beer selection in Ketchikan, Alaska. Come and celebrate Oktoberfest in style with some of our Oktoberfest specials. Bar Harbor Ale House will also be rolling out its seasonal beers for the holiday season. ■







Tlingit people have a strong belief in family and supporting the whole community. They believe that by giving back to others, you are making everyone stronger. The Tlingit people of Cape Fox Corporation (CFC) have instilled these same beliefs into the organization. Since the beginning, CFC continued to do more than provide employment opportunities and support the Shareholders and Ketchikan community through other philanthropic efforts. As we are experiencing a changing environment and more awareness for our health and social distancing during these unprecedented times, giving back to our communities has become even more important.

## Announcing Cape Fox Cares

As the company continues to grow, CFC recognized the need to establish an organized, planned donation system. This new program is called **Cape Fox Cares**. The program's purpose is to ensure CFC is giving back most effectively while still supporting our communities as much as possible.

CFC has always been civic-minded and community-oriented and already does much. Recently, in an effort to provide some relief to Shareholders who may have been affected by the effects of COVID-19, the Trustees of the Cape Fox Shareholder Tináa Trust approved a 2020 Pandemic Disbursement. Other examples include:

- CFC, in partnership with the City of Saxman, spent the day giving a bag of essential food and non-perishable items to those in need. By the end of the day, 120 gift bags were given to families in Saxman, Alaska.
- Coats for Kids was done in partnership with City of Saxman to ensure no child in Saxman goes without a coat during the cold winter months.
- Support ANB/ANS Camp 15 events such as the Christmas and Easter Programs for kids in Saxman, AK.
- Becoming a partner in Military Spouse Employment Program to support employment opportunities for military spouses.
- Supporting local first responders and law enforcement in Manassas, VA.
- Participating in Toys for Tots during the holidays.

Those are just examples of what CFC already does. But now we are starting up the **Cape Fox Cares** program. We want to benefit all communities where CFC exists.

## So, how will the program work?

Each year the Cape Fox Cares Program Advisory Council will decide which charities CFC should support throughout the year. Employees can request the support of specific charities or fundraising events. Examples of requests may include:

- Make a donation to a charity
- Become a sponsor for an event
- Sponsor an employee participating in an event like a walk or run

We look forward to supporting our communities further to make them stronger, connect with our employees, and bring awareness to just how much **Cape Fox Cares**. ■

# Bar Harbor's New Website is Sure to Awaken Your Appetite!

reserve your seat

online reservations



## BAR HARBOR ALE HOUSE

Restaurant & Fine Crafted Beers

Bar Harbor Ale House is considered by many to be Ketchikan's finest dining experience. We provide unique fare to tourists and locals so that they can delight in the intimate feel, delicious menu, and fine crafted beers for years to come. In March 2020, Bar Harbor Ale House had its grand opening under Cape Fox Corporation (CFC) management. The new restaurant has already received many five-star reviews.

Now, you can see everything Bar Harbor Ale House offers with a new website, **bhalehouse.com**. This website shows the real Bar Harbor Ale House with images of their unique food and a list of crafted beers, many from Alaska.

Many items you can find on the site are:

- **Beverages** – A full list of all the craft brews offered at Bar Harbor Ale House. It isn't called an Ale House for nothing! Check out the unique blends and tastes offered.
- **Menu** – The full menu is also shown online. Bar Harbor Ale House is known for its modern menu and BBQ flair.
- **Music** – On Saturday and Sunday, Bar Harbor Ale House offers live music. Learn about the resident musician that delights audiences each weekend night with his deep tones singing multiple genres. He sings new songs and some oldies that get our feet tapping.

- **About Us** – Read the Bar Harbor Ale House story, view video of Bar Harbor Ale House in the news, or check out the images of what makes Bar Harbor Ale House stand out as a community and tourist favorite.
- **Online Reservations** – Go ahead. You can now make reservations right from the website.

Bar Harbor Ale House is a restaurant that has a real community feel. When you enter the doors, you can find friends you have never met before. At the heart of that community, the ambiance is vibrant, the food is delicious, and the brews are sublime. Now, this restaurant is available at your fingertips. Come check us out! It will make you want seconds.

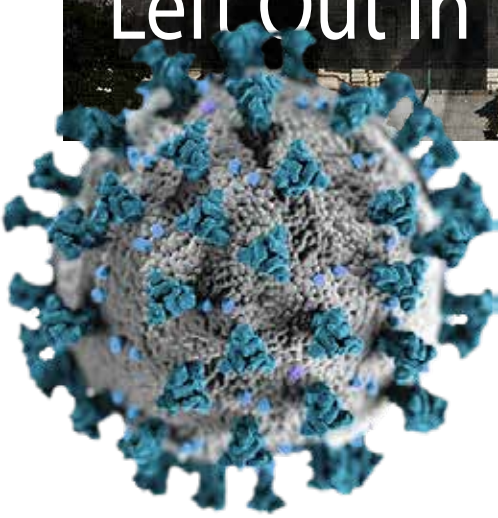






# CARES Act Left Out In The Cold

*In the second quarter issue of the Totem Times, we reported on the Cares Act. To view this article, you can go to the Community section at [CapeFoxCorp.com](http://CapeFoxCorp.com). Since that article, there have been updates to the ongoing litigation delay in the Cares Act funding for Alaska Native people.*



We are still combatting the global pandemic together, but Coronavirus has had an enormous impact on Alaska.

COVID-19 has exposed some of Alaskans' vulnerabilities when fighting against epidemics as they have in the past, which causes unique challenges and increased risk to everyone, but in particular Alaska

Natives. Alaska has 200 remote, predominantly Native communities across the state with no roads connecting them, some without adequate running water. Alaskan Natives tend to be more at risk because of their diet and lifestyle to high rates of specific health issues such as diabetes and heart disease, with limited healthcare services. As with past pandemics, Alaska has unique challenges that increase everyone's risk, but in particular, to Alaska Natives.

In April, the U.S. Congress worked hard to provide families with relief. Congress passed the Coronavirus Aid, Relief, and Economic Security Act (CARES Act), and it included \$8 billion for tribes within the \$150 billion Coronavirus Relief Fund. The CARES Act provided economic assistance for American workers and families, small businesses, and preserves jobs for American industries. The CARES Act also offered support for Tribal governments. The Act included \$8 billion

to be used to support Tribes, Tribally-owned businesses, and Native-owned businesses have equal access to federal COVID-19 economic recovery resources.

After the passage of the CARES Act, Alaska Native Corporations (ANCs) had to fight for inclusion and access to any funds. Many have said, providing relief funds to ANCs equates to corporate bailouts even though the Act specifically states the funds are limited to payments necessary to offset costs due to COVID-19. The CARES Act said funds were for "Indian tribes." This should include every ANC. Funds for ANCs were withheld from distribution because many other tribes sued the government, stating that ANCs were not eligible for the funds since Alaska tribes do not own land, and not all Natives are enrolled in their tribes. They believe ANCs are for-profit corporations without governance and do not meet the definition of being Tribal.

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# PROXY PRIZES!

All Cape Fox Corporation (CFC) Shareholders who submit a valid Proxy to the Inspector of Elections before the Proxy deadline of Thursday, November 5, 2020 at 5:00PM AKST will be eligible for and automatically registered in the drawing for Proxy Prizes.

## \$2,000

Top Prize

## \$1,000

Second Prize

## \$500

Two Prizes

## \$100

Ten Prizes

Due to the COVID-19 pandemic, we will not be having in-person attendance at the 47th Annual Meeting of Shareholders, please see your Proxy Statement for more information. We encourage and recommend that all CFC Shareholders vote in advance by Proxy and mail it to the Inspector of Elections before the deadline. All Proxies must be received by the Inspector of Elections prior to the deadline of 5:00PM AKST, on Thursday, November 5, 2020. Instructions on how to complete your Proxy can be found in the Proxy Statement.

The \$8 billion set aside in the Cares Act for ANCs has not been distributed to date. See the timeline below of what has occurred since the passage of the Cares Act:

- **On March 27, 2020**, the CARES Act was signed into law, including an \$8 billion set-aside for tribal governments.

- **In April, 2020**, several tribes filed lawsuits to prevent CARES Act funds from being distributed to ANCs.

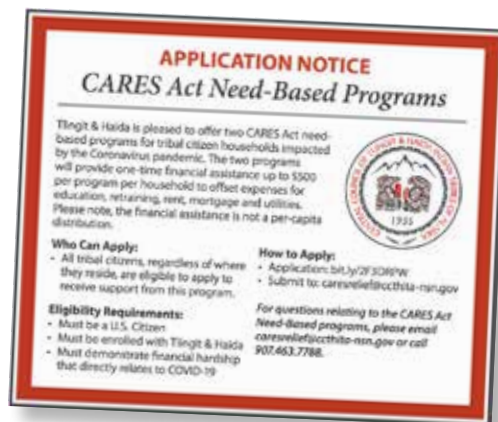
- **June 26, 2020**, it was ruled in D.C. District Court that ANCs should still be allowed their portion of the \$8 billion allotted for Tribal governments in the CARES Act.

- **July 7, 2020**, a federal judge granted an injunction on the \$8 billion. This injunction makes it easier for tribes to sue for an appeal of the June 26th ruling.

- **The latest, on September 25, 2020**, A federal appeals court panel ruled in overturning a lower-court decision. Alaska Native Corporations are not eligible to receive a share of the \$8 billion in federal coronavirus relief funding set aside for tribes.

As Alaska continues to see higher number of COVID-19 cases, it is not corporations who suffer, but our Alaska Natives. If ANCs are left out of the CARES Act Tribal Relief Funding, Alaska Native people will be severely underrepresented in aid that is needed to protect Alaska's communities. The ongoing legal delays in the Cares Act funding for Alaska Native people leave them more vulnerable than ever. To assist our Shareholders, CFC Board voted for a 2020 Pandemic Distribution. Other organizations such as the Central Council of Tlingit and Haida Indian Tribes of Alaska offer two Coronavirus Aid, Relief, and Economic Security (CARES) Act need-based programs

for tribal citizen households impacted by the Coronavirus 2019 (COVID-19) pandemic. The first program (Family Education & Retraining Expenses) assists families with education and retraining expenses due to



the pandemic's impacts. The second program (Family Home & Utility Expenses) supports families financially impacted by COVID-19 with support for eligible housing, utility, and food security expenses. To learn more about this program, visit [conta.cc/36BqnpN](https://conta.cc/36BqnpN).

We are now in autumn. The Cares Act initially designated that any tribal government funds must be spent by December 31, 2020, or at least committed by December 31, 2020. COVID-19 has shown no bias to race, gender, age, or income. It has affected individuals from every group. However, both the CDC and Alaska data show that Alaska Natives have a higher rate of infection, hospitalization, and death. Alaska Natives are already more vulnerable due to their remote communities and villages and overall health risks. CFC hopes this ruling from September 25th will not leave ANCs out in the cold as the fight continues for inclusion. CFC will continue to fight for, provide for, and be there for our Shareholders and our community. ■





## Cape Fox Wants To Celebrate Native Heritage Day With YOU!

*We can't change what has happened, but we can change the future for ourselves, for our children, and for those yet to come. And we can hold onto those values that were handed down from generation to generation."* Tony Incashola, Flathead

In 2009, President Barack Obama signed "The Native American Heritage Day Resolution," designating the Friday after Thanksgiving as "Native American Heritage Day." After signing this day into law, he stated, "I encourage every American to join me in observing Native American Heritage Day....It is also important for all of us to understand the rich culture, tradition, and history of Native Americans and their status today, and to appreciate the contributions that First Americans have made and will continue to make to our Nation."

Cape Fox Corporation (CFC) is proud to represent the Tlingit people from the Village of Saxman, Alaska. On Friday, November 27, 2020, CFC looks forward to celebrating Native American Heritage Day. Visit us on social media so we can celebrate together even though we are apart. For this virtual celebration, we will be posting throughout the day on all our social media platforms. We would love to hear from you as well. Tell us why and how you celebrate this important day. Be sure to put **#CapeFoxNativeHeritageDay** or **#CapeFoxProud** or **#TlingitProud**. ■



## CAPE FOX LODGE PRESENTS HALLOWEEN PARTY

October 31, 2020 - 4pm to 10pm  
FUN for the Whole Family!

Outside Lodges with over 32 Decorated Doors  
Admission & Trick or Treating FREE!  
Vendor Booths are Pay As You Go.

Cape Fox Lodge, 800 Venetia Ave, Ketchikan, AK 99901

## Lost Shareholders

Cape Fox Corporation (CFC) is dedicated to keeping in touch with our Shareholders. We want to ensure you can be reached for future corporate publications including the Totem Times Newsletters, job openings, important notices and future distributions.

- Casey J Allen II
- Patricia Y Davis
- Theodore R Guthrie
- Frederick D Lauth Jr
- Richard D Meade
- Clifford Perez Jr
- Leslie E Smith
- Dwight H Vandel

If you know anyone on this list, please encourage them to update their contact information by registering online or contacting Shareholder Services.

**MyCapeFox.com**

**ShareholderServices@capefoxcorp.com**  
**703.686.2285**

## Unsettled Estates

CFC gives its deepest condolences to the families of Shareholders who have passed away. The list below shows the estates that have not been settled. Estates go unsettled if beneficiaries do not complete enrollment or CFC has not received documentation from the family such as a: death certificate, will or testamentary, or a Relatives of Deceased form.

If you are a beneficiary of a Shareholder on the list below, please contact Shareholder Services by email at **shareholderservices@capefoxcorp.com** or by phone at **703.686.2285** to find out what information is needed to complete the estate transfer.

## Current Unsettled Estates

- Lucille Blake
- Martha L Casallo
- Roderick Chappel
- James A Charles Jr
- Samuel J Denny
- Barbara L Giesick
- David W Guthrie
- Jeromy L Johnson
- Laureen D Johnson
- Toni E Johnson
- Mark A Lemler
- Sharon Lopez
- Audrey J Perez
- John T Preshaw III
- Shirley A Ritter
- George K Samuel
- Tristan A Vandel
- Patricia A Williams
- William K Williams

# Cape Fox Federal Contracting Group HIGHLIGHTS

## Eagle Health

### U.S. Army Audiology Award

On September 25, 2020, Eagle Health announced the award of a three-year contract with the United States Army in support of the Army Hearing Program. For this program, Eagle Health fills a critical need to eliminate the backlog of Army personnel who require annual hearing exams and have yet to be able to complete them due to COVID-19. The Eagle Health team will consist of 32 Audiology Technicians serving 22 clinics across the United States.

### U.S. Army Occupational Health Award

On September 23, 2020, Eagle Health secured a three-year \$34.6 million contract to provide occupational health service support to the United States Army. Starting September 30, we bring a team of 73 providers including, Occupational Health Physicians, Occupational Health Nurses, Occupational Health Technicians, and Medical Support Assistants to support 32 Army Occupational Health Clinics located across the United States.

### Eagle Health Shines a Spotlight on FDA Employee

Eagle Health has shined a spotlight on another remarkable employee, Robin Broughton. On July 22, 2020, Robin was awarded a Cape Fox Tinàa Award for Employee Excellence. Since December 2019, Robin has been a member of the Eagle Health Food and Drug Administration (FDA) Occupational Health Team in White Oak, MD. Robin is a Certified Medical Technician and is the resource for drawing labs in the unit. Robin has been committed to

the FDA's employees, and Eagle Health is honored to present her this award.

### Eagle Health Physician Honored

On July 22, 2020, Eagle Health was honored to award Dr. Oluwayomi Adekeye with a Cape Fox Tinàa Award of Excellence. Dr. Adekeye is the Occupational Health physician for the Food and Drug Administration (FDA) Occupational Health Services Department. She has worked for Eagle Health since 2019, overseeing the Surveillance Programs and is responsible for the occupational health medical care for all FDA employees and contractors.

Eagle Health is honored to employ nurses and physicians called to the front lines during these times. We thank all of our front-line workers. We are pleased to award one of those workers, Dr. Adekeye, who has shown real leadership and compassion. We are privileged to have her on our team.

### Eagle Health Employee Recognized and Awarded

On July 21, 2020, Sandra "Sandy" Sandoval received the Cape Fox Tinàa Award of Excellence, which is the Cape Fox Employee Appreciation Award.

Sandy has worked at the Defense Health Agency (DHA) since September 2018 as an Accounting Analyst, and her Government leadership recommended her for this award because she always takes the initiative, "leans in" whenever needed by her team, and is liked and respected by everyone with whom she works. She was also recognized for her distinguished communication skills.

### Eagle Health Awarded Employee Health and Wellness Contract

Eagle Health was awarded an Employee Health and Wellness Services contract by

the U.S. Nuclear Regulatory Commission (NRC). The awarded contract has an ordering period of up to five years beginning August 1, 2020. Eagle Health will provide the physicians, nurses, ancillary personnel, administrative staff, management, and technical services necessary to support the NRC in implementing a comprehensive health and wellness services program

This contract win expands the occupational health services Eagle Health offers with a focus on employee wellness. Services Eagle Health will provide to the NRC include emergency medical care, immunizations, respirator certifications, Fitness for Duty examinations, laboratory support services, non-emergency medical care, occupational services, physical examinations, wellness exams, vision examinations, health counseling, wellness fairs, physical therapy, and acupuncture.

## Concentric Methods

### Four Medical Task Order Awards

Concentric Methods won four Task Order contracts on the Defense Health Agency Medical Q Coded Services contract to provide various medical support services for the U.S. Air Force at Kirtland Air Force Base (AFB), Langley AFB, Hill AFB, and Wright-Patterson AFB. The contracts extend to 2025 and include the following positions: Surgical Technologist, Licensed Clinical Social Worker, Pharmacy Technician, Medical Laboratory Technician, and Ultrasound Technologist.

### Two Concentric Methods Employees Awarded

During this pandemic, our Cape Fox Corporation employees on the front lines have truly shined a light on our employees' hard work and the critical work they do every day. Two of those employees, Concentric Methods employees Carol Lake and Ly-Lan



Bergeron, who are part of the National Institutes of Health (NIH) Scientific Technical and Other Professional Services (STOPS) Program, showed compassion and initiative by volunteering their services. They took the lead, and Cape Fox awarded them with a Cape Fox Employee Recognition Tinà Award. The Tinà Award is given to employees who have gone above and beyond their roles. Cape Fox recognizes their notable contributions to their work and the company.

## Cape Fox Facilities Services

### Employee Selected

Cape Fox Facilities Services (CFFS) employee, Samantha Kennard who works for the U.S. Army Behavioral Health, was selected as the Behavioral Health awareness champion for the 704th MI BDE, the unit CFFS staff are embedded with on the U.S. Army Behavioral Health program.

The stressors of military life can strongly influence the psychological well-being of Soldiers and their Families. Behavioral health conditions, particularly when unrecognized and untreated, can lead to medical non-readiness, early discharge from the Army, suicidal behavior, and many other outcomes. To be successful in the Army, Soldiers have to be resilient and psychologically healthy.

The Behavioral Health Data Portal (BHDP) is a web application that allows for improved symptom assessment and clinical outcome tracking; put more simply, it lets clinics assess patients' symptoms in an efficient and accurate manner, also allowing them to track symptoms over time easily.

Since 2013, Army Behavioral Health departments have been using BHDP as part of their clinical assessment and have established its validity as a tool to gather patient symptom

profiles. This tool is a web application that allows for improved symptom assessment and clinical outcome tracking; put more simply, it lets clinics assess patients' symptoms efficiently and accurately, allowing them to easily track symptoms over time.

Every adult patient with a scheduled appointment with their primary care manager (PCM) is required to be screened for symptoms of depression, anxiety, and substance abuse. Sixty-seven percent of people with behavioral health disorders do not receive behavioral health treatment, but 80 percent of patients with behavioral health disorders will visit primary care annually. The goal of screening is to identify patients who may be suffering from these symptoms and provide early treatment, to prevent worsening symptoms, and return patients to optimal functioning as quickly as possible.

BHDP allows providers to see a baseline of symptoms and see the progression or decline in symptoms of patients. As the BHDP champion, Samantha will serve as the subject matter expert for the 704th and ensure the Behavioral Health team has the proper training and the most updated data and tools for caring for patients. This information will allow us to show our teammates and other Army Commands how well this program assists soldiers while staying in a HIPAA compliant and non-invasive privacy manner.

## Cape Fox Federal Integrators

### Transition to Full And Open Competition

Cape Fox Federal Integrators is preparing its transition to a small business that "used to be in the 8(a) program." CFFI graduates from the program in December 2020. We will have fulfilled our vision of graduating as a viable \$10 million a year business, but that is only the start. We have transitioned the RPA SOC Warehouse contract to another

8(a) as the government could not give us another sole-source award. Our partners from Nisga'aTEK, a subsidiary of Goldbelt, are coming alongside in Warner Robins, GA, to ease the transition and relieve the stress for all concerned. CFFI keeps half of the contract's net worth and looks forward to a great working relationship in the future. CFFI will continue to seek out opportunities as a small business and as a subcontractor to increase our revenues.

## SaxmanOne

### Impact of Pandemic

SaxmanOne has been heavily impacted by the COVID-19 pandemic and resulting restrictions. Many of the contracted conferences and events have been delayed indefinitely, resulting in significant disruptions of our projected timelines. However, SaxmanOne has delivered the central portion of the work completed for the President's Law Enforcement Commission. The remainder of the effort entails the final layout and formatting, which is a significant task, but will generate a product of which both the clients and SaxmanOne can be proud.

### Sole-Source Contracts

SaxmanOne has received a couple of sole-source contracts. One is for Graphic Design Services for the Department of Homeland Security (DHS). The most recent is a contract for administrative support for the U.S. Navy's Center for Intelligence Warfare Training, with positions in Pensacola, FL; Goodfellow AFB, TX; Monterey, CA; Virginia Beach, VA and San Diego, CA. These contracts put us on a solid footing to move forward into the next federal fiscal year.

The future is bright for both of these companies. We have strong past performance and a wake of happy customers as we move forward. Success will beget success in the future. ■



Cape Fox Corporation  
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Email: [shareholderservices@capefoxcorp.com](mailto:shareholderservices@capefoxcorp.com)

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2855 Tongass Ave  
Suite 101  
Ketchikan, AK 99901  
907.225.9635

**Cape Fox Tours**  
PO Box 8558  
Ketchikan, AK 99901  
907.225.4846

**Village Store**  
2711 Killer Whale Ave  
Ketchikan, AK 99901  
907.225.4421

**Cape Fox Lodge**  
800 Venetia Ave  
Ketchikan, AK 99901  
907.225.8001

**Dockside Galley**  
2843 S Tongass Ave  
Ketchikan, AK 99901  
907.225.4885

**Sweet Mermaids**  
340 Front Street  
Ketchikan, AK 99901  
907.225.3287

**Bar Harbor Ale House**  
55 Schoenbar Ct,  
Ketchikan, AK 99901  
907.225.2813

**108 Tap House and  
Burger Bar**  
108 Main St  
Ketchikan, AK 99901  
907.225.1080

## 2020 Upcoming Events

- **October 31st – Halloween Day**
- **November 5th – Proxy Deadline**  
*Inspector of Elections @ 5:00pm AKST*  
*\*All Proxies must be received by the Inspector of Elections to be voted.*  
*\*CFC encourages Shareholders to vote in advance by Proxy!*
- **November 7th – 47th Annual Meeting of Shareholders**  
**[www.MyCapeFox.com](http://www.MyCapeFox.com) @ 1:30pm AKST**  
*\*Due to COVID-19, there will be no in-person meeting!*
- **November 11th – Veterans Day**  
*CFC Saxman Office Closed*
- **November 12th – 7(j) Dividend Declaration Fall 2020**  
*Amount: \$12.00; Record Date: October 22, 2020*
- **November 26th – Thanksgiving Day**  
*CFC Saxman Office Closed*
- **November 27th – Native American Heritage Day**  
*CFC Saxman Office Closed*
- **December 2-5th – Q4 Board of Directors Meeting / Strategic Planning Meeting**  
*TBD*

## CFC Mission

It is the mission of CFC to grow and maintain a strong financial foundation by profitably managing financial and land resources to provide immediate and long-term economic, education, and cultural benefits for Shareholders.