

Native investment firm gets quality results

by Tamara English
for the Tundra Times

SAN FRANCISCO — What images come to mind when you think of an investment advisory company? To many, it is the picture of an upper crust, male dominated and elite clique.

Well, this is no longer true. Cook Inlet Investment Management Inc. is bringing a new and refreshing image to the investment management arena.

Established in 1988, CIIMI is the first and only Native American investment management firm in the United States. Located in the heart of San Francisco's financial district, CIIMI was founded as a wholly owned subsidiary of Cook Inlet Region Inc.

As one of the 13 regional corporations established by Congress in 1971, CIRI has continued to invest in diverse industries to provide continued economic benefits to its 6,500 Alaska Native shareholders.

CIIMI's primary objective is to pro-

vide quality portfolio management services to a broad spectrum of institutional clients. Its conservative, low-risk investment strategy, which has proved to be very successful during the highly volatile period of the past 18 months, is finding appeal in the Lower 48 states as well as in Alaska.

CIIMI's second objective is to provide economic benefits to the shareholders of its parent, CIRI. At least 80 percent of CIIMI's profits are returned to CIRI, and in turn to its shareholders in the form of dividends.

In addition to their direct economic benefit, these profits indirectly benefit Alaska Natives in the form of education, medical and cultural services. CIIMI also provides professional opportunities in the form of scholarships, internships and jobs for Native Americans, women and other minority groups in the investment management field.

CIIMI is not only owned by Alaska

Natives, but it is also controlled and managed by them, too. CIIMI's staff profile is consistent with its commitment to providing career opportunities for women and minorities.

CIIMI's five professionals and one staff include two Alaska Natives, one Asian American, one Hispanic American and one African American.

More important than its ethnic diversity is the fact that this team of professionals has distinguished itself with exceptional investment results. CIIMI's staff is unique to the investment advisory field, yet they have proved themselves to be a quality team with more than competitive results.

CIIMI's successful results in money management are based on a well-defined investment philosophy: forecasts are fallible, facts are not. Instead of trying to predict the future of the economy or interest rates (which no one has done with consistency), CIIMI focuses on the "known." By

investing in the highest quality securities and by exploiting undervalued opportunities in the equity and fixed income areas, this philosophy has optimized return while minimizing risk.

For example, over the 12 months ended Sept. 30, CIIMI's equity portfolio has beaten 83 percent of U.S. money managers. In addition, CIIMI ranks in the 13th percentile of U.S. fixed income money managers.

These high quality results combined with CIIMI's unique ownership and management have begun to carve a niche for a Native American firm in the investment world's traditionally elite circles. Because CIIMI's entrance into the marketplace has been well received, 1991 is expected to be a year of further market development and expansion.

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