

HUNA TOTEM HEADLINES

December 2018 Shareholder Updates

Second Pier to be Constructed at Icy Strait Point — Building Value, Respect and Community

Norwegian Cruise Line and Huna Totem have entered into an agreement to build a second pier at Icy Strait Point with implications for visitor growth on a greater scale than ever experienced at the port. The new pier will allow Icy Strait Point to implement plans for future growth with confidence. “Our future is a tribute to our past,” said Huna Totem President and CEO Russell Dick. “In 1996, when Huna Totem acquired the historic cannery, the buildings showed their age and the property showed little promise for becoming a sustainable economic provider for Hoonah. The rich history and port potential was there and we built on that foundation, driven by a vision to create a new economy in our village with unlimited opportunity.”

“It’s always in the details. Look at all the hard work and dedication from every member of the Icy Strait Point team. Welcoming cruise guests to our culture was just an idea when I was in high school. It seems like yesterday. Today, our port

is considered the leader in many categories in Alaska and beyond.”

The recent announcement with Norwegian Cruise Line secures Icy Strait Point’s future and widens the pathway of opportunity for generations of *Xúna Kawuu*. The agreement to bring passengers to Icy Strait Point is an industry seal of approval on Huna Totem’s business model, founded in traditional Tlingit values.

“It speaks volumes when you have multibillion-dollar corporations that believe in your product and are willing to commit their ships and resources to Icy Strait Point,” said Huna Totem Board Chair Edward Davis. *(more on page 2)*



Shareholders Settlement Trust November Distribution

The Huna Totem Shareholders Settlement Trust Board of Trustees met on November 6, 2018, and in accordance with the trust’s distribution policy, declared the second of three potential distributions for 2018 earnings, totaling \$451,140 to unit holders, or \$5.15 per unit. The date of record was November 6, 2018, and the distribution checks were mailed, and direct deposit accounts were credited, on November 15, 2018. If earnings permit, the final 2018 distribution will occur on or before February 15, 2019.

The August and November 2017 distribution combined was \$4.50 per unit and the August and November 2018 distribution combined will be \$8.01 per unit. This is a year-over-year increase of 78 percent per unit and when compared to 2016, a 136 percent increase.

The Board of Trustees are beginning the 10-year review process next year and it will culminate in October 2019 with a unitholder vote. “How we evaluate the trust’s performance and improve upon its structure could provide even greater benefit to today’s unitholders and future unit holders. Our continued goal is to create stable and growing distributions through improvement of trust policies that provide growth in assets for future generations,” said Huna Totem President and CEO Russell Dick.

HTC Develops Carbon Credit Opportunity

Huna Totem Corporation is developing a carbon offset program, similar to Sealaska’s, that will provide Huna Totem with revenue from the sale of carbon credits while committing to protect corporation lands for at least the next 100 years. Huna Totem will designate a project area, where the measured carbon created by timber on that land will be banked and sold to companies that cannot meet a regulated emissions cap.

“It has been, and always will be, a goal of Huna Totem to protect our lands in perpetuity. This carbon offset program is a great way of guaranteeing that, but also creates an exciting economic opportunity for our corporation,” said Huna Totem President and CEO Russell Dick.

Huna Totem shareholders will continue to have access to all Huna Totem lands for subsistence and natural harvesting, including the lands of the potential project. Huna Totem will continue to be able to pursue non-timber related development opportunities. The revenues from the carbon program will be invested back into Huna Totem shareholders, businesses and communities to provide for generations to come.

The implementation of this program is lengthy, with an anticipated completion date of Spring 2020. Huna Totem will share program details with shareholders as they develop.



HUNA TOTEM CORPORATION

New Pier to be Constructed at Icy Strait Point — continued from page 1

“Yes, there are challenges that come with growth, but we have a proven model and are confident our continued diligence and careful operating strategy will prove we are a resilient and sustainable company,” said Davis.

Across multiple cruise lines, prospective travelers around the globe are choosing an Alaskan sailing in large part for the unique experiences offered by ports like Icy Strait Point. “Creating meaningful career opportunity for Hoonah’s youth has been a priority for the company since our earliest vision of the operation,” said Dick. “Working at Icy Strait Point is creating valuable experiences and opening doors for our youth around the world. This expansion only broadens those opportunities.”

“Our community shapes who we are and what we dream we can become,” Davis said, reflecting from his personal experience. “I see Norwegian’s commitment as a turning point for

quality jobs and career advancement.” When Davis was embarking on his earliest professional development, Hoonah’s economy was driven by timber, inspiring his dream to work in forest management. Like other industries in Alaska, changing markets affected forestry jobs and many opportunities in the community faded. Many developing professionals were forced to look beyond their home communities for work.



Huna Totem Board Chair Edward Davis and President and CEO Russell Dick made the recent announcement about the new pier at Icy Strait Point.

Davis sees the new developing infrastructure, and increased capacity to serve growing visitor demand for the Hoonah and Icy Strait Point experience, as a sustainable industry that will create career paths that locals only ever dreamed of. “During the next phase of our growth at Icy Strait Point, Huna Totem needs our young people to get involved,” Davis insists. “We have put in place great leadership to mentor our youth in culinary arts, project management, marketing and finance.”

Huna Totem Corporation will create new communication tools to keep our shareholders and the community informed and engaged with the long-term vision of Icy Strait Point and tourism in and around Hoonah. Community members can stay connected throughout the development of this project and calendar of events on Huna Totem’s website hunatotem.com.

HTC Partners to Get Out the Native Vote (GOTNV)

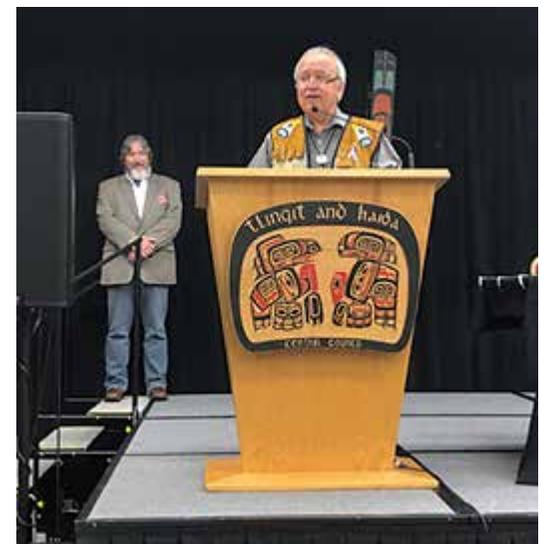
Huna Totem Corporation staff partnered with southeast partners Central Council of the Tlingit and Haida Indian Tribes of Alaska, Sealaska, Tlingit-Haida Regional Housing Authority, Goldbelt, Kootznoowoo, the League of Women Voters, Sacred Grounds Café, Juneau Radio Center, Sealaska Heritage and Southeast Alaska Regional Health Consortium, to provide shareholders and tribal citizens with non-partisan candidate forums. The goal for this expansive Get Out the Native Vote, or GOTNV, partnership was candidate engagement and increased Alaska Native voter participation in municipal, state and federal elections.

The GOTNV partnership hosted multiple forums throughout September and October for candidates from state house and senate districts 33, 34, 35

and Q, the Juneau assembly and mayoral election and the Alaska gubernatorial race. The partnership also held a forum for representatives to speak on Ballot Measure 1. The forums were live streamed and posted online for those who could not attend in person.

“The forums were well attended, and we received positive feedback from shareholders on the opportunity to learn more about the positions of individual candidates,” said Huna Totem Board Chair Edward Davis. “The board and management intend to continue participating in this partnership in the future — we can always improve Native voter turnout and we believe this forum is an important catalyst.”

Visit GOTNV Southeast Alaska at facebook.com/GOTNVSoutheastAlaska.



Huna Totem Board Secretary Ozzie Sheakley, speaks at a Get Out the Native Vote event in Juneau and states, “Our collective voice has tremendous power if we use it. The only way to exercise that power is to vote in force.”

Kayéil’, sagú ka toowúk’éi — Peace, joy & happiness! Happy holidays from the HTC board, management and staff.

Alaska Native Voices Heritage Guides Achieve Success

2018 was the most successful season yet for Alaska Native Voices, according to Alaska Native Voices Programs Manager Mario Fulmer. "We would like to thank the outstanding guides who made the 2018 season one for the books," he said. "The guides served more than 100,000 visitors this season and touched many of their lives sharing the beauty and strength of our culture and Native people."

"The guides showed visitors a world untamed by man, absent billboards, highways, concrete and steel. They sang the songs of a place where a growing stream speaks the voice of the fall rains and a drum beat heralds the arrival of the first salmon runs along with the life that comes with it."

The entire Alaska Native Voices family recognizes Alice Haldane, who retired at the end of this season. Haldane has been with Alaska Native Voices for well over a decade. "Countless visitors have been influenced by her words and generations of park rangers and guides will be forever changed by her strong, yet soft-spoken voice that's always laced with kindness," said Fulmer. "We will miss her unique insight into such a special world. We wish her well in all her future endeavors."

Alaska Native Voices is expanding its programs and there are amazing new adventures and opportunities on the horizon for dedicated shareholders who want to be involved and learn more about their heritage while teaching the world about the culture, history and lands of the *Xúna Kawuu*. Please visit alaskanativevoices.com to learn more and view the online application. You may also call the Huna Totem office to speak with Lee Vale or Mario Fulmer at 907.789.8542.



HTC and ISP a Hit at Alaska Media Roadshow

Icy Strait Point hosted two tables in partnership with Celebrity Cruises and Norwegian Cruise Line at the 2018 Alaska Media Roadshow, an annual event that brings together some of the most influential travel journalists and media with premier tour destination operators. More than 22 journalists interviewed Huna Totem and Icy Strait Point representatives at the event. One table focused on the strengths of our partnerships with the cruise industry and the other focused on the positive economic impact to the community of Hoonah and Huna Totem shareholders.



During this event, Celebrity Cruises announced that the kick-off of Celebrate with the CEO would be hosted at Icy Strait Point on June 4, 2019. Celebrate with the CEO is a seven-day cruise beginning on June 2, 2019. Icy Strait Point is the anchor port for the cruise, with a massive celebration on the ship's arrival on June 4. We are the cruise's welcome to Alaska — the first port of call. We know it's early, but we would like you to mark your calendars for this event to greet the ship and its passengers — all shareholders are welcome to the June 4 event! Watch our website, social media and future newsletters for updates and reminders.

Huna Totem Welcomes Mickey Richardson as Director of Marketing



Huna Totem is excited to welcome Director of Marketing Mickey Richardson to our team. Richardson's new position builds upon a strong on-going relationship — he previously worked with Icy Strait Point to promote its authentic Alaskan experience on-board with Celebrity Cruises. Much of his drone work is featured on Icy Strait Point's social media outlets.

Richardson will lead the company and subsidiaries' creative direction, with emphasis on working with cruise partners to market Icy Strait Point.

"It's an honor to be part of the Huna Totem and the Icy Strait Point family," Richardson said. "I'm thrilled to develop marketing programs to drive revenue, but the most fulfilling

prospect about my new position is the chance to represent Icy Strait Point and Huna Totem's culture and history."

Before working with the cruise companies, Richardson created marketing programs for Fortune 100 companies. He was a product marketing manager for Adobe Systems, built retailtainment programs for Walmart, and directed marketing efforts with other tech companies like Intel, Microsoft and HP.

"In his short time here, Mickey's efforts are already a success," said Huna Totem President and CEO Russell Dick. "His skill set fills a much-needed link in our organization. His passion for Huna Totem and creative talent will help strengthen our brand."

HUNA HERITAGE FOUNDATION

HHF Receives Honoring our History through Stories Grant

Huna Totem was awarded a new Institute of Museum and Library Services, Native American Library Services Enhancement grant on behalf of Huna Heritage that will continue the development momentum of the digital archives. The purpose of the Honoring our History through Stories project has two parts. The first part is to gather audio recordings of Hoonah veterans' stories and digitize the photographs they contribute to expand our collection.

"Our Hoonah veterans are a great source of pride to our community," said Huna Heritage Executive Director Amelia Wilson. "Our objective is to honor their service and sacrifice in

perpetuity by documenting their experiences serving in the military and preserving this important history within the digital archives."

The second part of the Honoring our History through Stories project is to develop a film series derived from editing previously recorded, uncut videos of Elder interviews currently held in the Huna Heritage archives. Elder knowledge has been recorded with respected tribal members, but the lengthy raw footage is difficult to access. Once created, the films will celebrate *Xúna Kawuu* history with film viewings in Juneau and Hoonah. The final films will also be available on DVD and



Hoonah World War II veterans. Date unknown. From the Huna Heritage Foundation digital archives file #PH002_002_004A.

on the digital archives website. To help implement this project, Huna Heritage recently announced the hire of Melissa *Kaagweil* Fisher as Huna Heritage's film project coordinator. Fisher is a member of the *Kaagwaantaan*, Eagle/Wolf Clan of Hoonah. She is the daughter of Alicia Howard and Alan Fisher and the grandchild of Ray and Marie Howard. "I am really happy to have this position," said Fisher. "I have always been interested in our culture and it is such a privilege to be a part of this documentation process and witness our knowledge bearers' stories firsthand."

HHF Celebrates Completion of Lifting Faces of our Ancestors Project

Huna Heritage Foundation is excited to share the successful completion of a two-year Institute of Museum and Library Services grant: Lifting Faces of our Ancestors. The focus of this grant was to create a digital archive of Hoonah historic and cultural photographs and to honor our Elder's stories and connect their knowledge, family history and experience with the photographs held in the Huna Heritage library and archives. These photographs document: the history, culture, and community of Hoonah, prior to and after the loss created from the 1944 fire; aspects of the Hoonah Tlingit culture; the great fishing fleet and historic fishing cannery; Tlingit arts and artists; military veterans of Hoonah; and much more.

Huna Heritage interviewed 30 Elders in Hoonah and Juneau, preserving their memories and recollections, stories and photographs — some of the photos were more than 100 years old. One Elder commented, "This archive is beneficial to everybody. When you interviewed me, I was thinking about what was documented and what people can now see, hear and learn about our history. We need this."

Another Elder said, "I think this is a really good project. Really, this has been a long time coming."

Shareholders, descendants, community members and people interested in Hoonah history and culture have engaged, accessed and increased their knowledge of the Hoonah Tlingit culture and history utilizing the new resource. Since the launch



George and Jess Dalton making halibut hooks. #PH003_001_HHF_057.

of the Huna Heritage Digital Archives website, <http://archives.hunaheritage.org>, more than 40,000 unique visits and more than 160,000 page views have been logged.

"What Huna Heritage Foundation has done reaches far beyond what conventional digital archive websites are doing," said Russell Dick, Huna Totem Corporation president and CEO. "Our children, grandchildren and generations yet to come will have this invaluable resource to learn from and cherish. It's a remarkable achievement."

Huna Heritage programs, including the archive, promotes educational opportunities for shareholders and descendants, according to Ralph Watkins, superintendent of Hoonah City Schools. "We would like to express sincere gratitude to Huna Heritage Foundation. The Huna Heritage Digital Archives is a vast resource for our students," said Watkins. "It is so important to continue to develop new ways to integrate culture in our school programs. We appreciate the work Huna Heritage does to help with this objective."

Huna Heritage recently partnered with Hoonah City Schools to provide a student intern opportunity to learn the digitization process. Huna Totem descendant Aiyanna Williams is a Hoonah High School junior working this semester to digitize the school's yearbook collection into the Huna Heritage collection. Aiyanna will learn each step of preserving historical materials for digital access on the Huna Heritage Digital Archives.

Cooking this Holiday Season from the Huna Heritage Foundation Cookbook

Venison Pot Roast by Caroline Peterson

- 1 venison roast
- 2 T. vegetable oil
- 2 T. chopped onions
- ¼ c. chopped celery
- 1 carrot, chopped
- ½ c. flour
- ½ tsp. salt
- ¼ tsp. black or lemon pepper
- 1 c. boiling water
- 1 c. red wine



Pour flour on meat. In a large skillet, brown meat in oil. Add vegetables, seasonings and ½ cup each of wine and water. Simmer, covered, for one hour. Add remaining liquid and simmer until tender. Serves four to six.

Rhubarb Crisp by Tillie Skaflestad

- TOPPING:
- 4 c. finely crushed cornflakes
 - 1 tsp. cinnamon
 - 1 c. flour
 - ½ c. brown sugar
 - ½ c. melted butter
- FILLING:
- 1 egg, beaten
 - ¼ c. sugar
 - ½ tsp. cinnamon
 - 3 T. cornstarch



Preheat oven to 325 degrees. Mix filling ingredients together, then add 3 cups chopped rhubarb. Put in 9x13 inch pan. Add the topping evenly over the top. Bake for 45 minutes. Let cool and then serve with whipped cream or ice cream.



Hoonah winter waterfront, circa 1950. From the Huna Heritage Foundation digital archives file #PH002_003_066.

In Memory:

It is with deepest sympathy and fond memories that we respectfully recognize those whom have walked into the forest in 2018.

- | | | |
|------------------|-----------------------|--------------------|
| Richard K. Bean | Dave T. Howard | George N. Mills |
| Louise H. Benson | Lena K. Jimmie | Carole J. Morgan |
| Virginia Coulson | Dorothy M. Johanson | Robert St Clair |
| Darlene DeMello | Albert Judson | Christine Sweet |
| Winona M. Dick | Leilani N. Kito | Earl Thompson |
| Laura Fawcett | Joel Koenig | Stephen G. Weitzel |
| Ernest Hillman | Richard D. Marvin Sr. | Frank C. White |
| Fred D. Houston | Myrna G. McKinley | Dorothy Willard |



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Dates to Remember

December 24-25,
HTC offices closed

January 1, 2019,
HTC offices closed

May 18, 2019,
shareholder information
meeting, Hoonah, AK

June 4, 2019, Celebrity
Cruise celebration,
Hoonah, AK

June 15, 2019, Huna
Totem annual meeting,
Hoonah, AK

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