

# HUNA TOTEM HEADLINES

1973



40 YEARS

2013

HUNA TOTEM CORPORATION • MARCH 2013

## Board Approves HTC's New Vision

The new Vision acknowledges HTC's 40-year journey, honors those whose sacrifice and leadership brought us here and charts our course forward. The culmination of nearly a year's worth of focused effort, the Vision reflects the input many of you have provided through last year's shareholder survey, as well as the formal and informal comments, concerns, and dreams you have shared with your elected Board members, management, and staff.

Our new Vision has three parts:

- The Vision Statement expresses an inspiring future direction for Huna Totem. It is deliberately aspirational and far-reaching in order to motivate the highest levels of performance and achievement by the organization and its people.
- The Mission Statement expresses how we will achieve this Vision. The actions (business excellence, sustainable economic growth, leadership, and education) outlined in the Mission Statement drive the business objectives and strategic plan that will guide the organization over the next 5-10 years.
- The Guiding Principles summarize the non-negotiable, inviolate values of Huna Totem Corporation. Each of us is responsible for upholding these Principles. These will not be sacrificed nor compromised in pursuit of our business objectives.

Recording and sharing our new Vision will ensure that we are all paddling in the same direction, toward our Strategic Objectives of: **Financial strength; Diversified revenue sources; Consistent, robust cash flow; and Investment in the Xúna Kaawu.**

### VISION

We envision a future where the economic and cultural achievements of the Xúna Kaawu are recognized as the standard of excellence in the advancement of Native People.

### MISSION

To advance the economic aspirations and culture of the Xúna Kaawu through business excellence, sustainable economic growth, leadership, and education.

### GUIDING PRINCIPLES

- Maintain our land in perpetuity.
- Take pride in our past and value the wisdom of our elders.
- Foster *woosh jee een* and diversity of thought.
- Perpetuate our culture and land through prudent stewardship.
- Grow a healthy, diversified business that is transparent, innovative, and self-sustaining.
- Continually think ahead and act on behalf of future generations.
- Improve opportunity for all our people.
- Show respect, integrity, and be self-accountable.

Clarifying our Vision will assist the Board and management as they make strategic and operational decisions. Sharing our Vision with HTC's employees, and business partners will help create cohesion, teamwork and community; and guide all of us toward HTC's 80th Anniversary.

Don't hesitate to contact Amber Starbard, Huna Totem Corporation's Shareholder Relations Manager, or any of your Board members with questions.

## Huna Totem Corporation's First Elected Board of Directors

*Haa léelk'u haas yáagu yikt haa shukáadei yaan tukóox.  
(In our grandfather's canoe, we are traveling into the future.)*

2013 marks Huna Totem Corporation's 40<sup>th</sup> Anniversary. Huna Totem was incorporated on November 9, 1973 with the filing of the Articles of Incorporation for what was then called "Hoonah Corporation" with the State of Alaska, Department of Commerce. The first shareholder election for the Board of Directors took place during the Corporation's first Annual Meeting at the Hoonah High School Gymnasium on September 28, 1974.

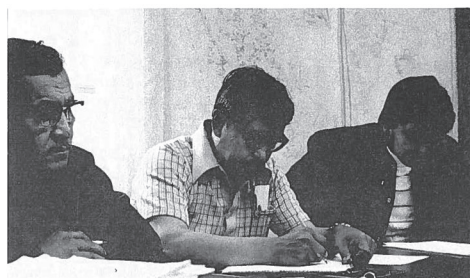
The first elected Board Members were as follows:

Gerald P. Gray, Sr.	Chairman
Frank See, Sr.	President
Marlene Johnson	Vice President
Gertrude Wolfe	Secretary
Frank O. Williams, Jr.	Board Member
Ernest Hillman, Jr.	Board Member
Leo Houston, Sr.	Board Member
James Jack, Sr.	Board Member
Andrew Johnnie	Board Member
Harvey Marvin	Treasurer
	(ex-officio Board Member)

According to Huna Totem's inaugural Annual Report, published in August 1975, the top priority, after structuring the Board of Directors, was land selection. The Tlingit & Haida community council trailer, next to the community hall (now the ANB/ANS halls) in Hoonah served as Huna Totem Corporation's first office. It was there that Huna Totem Corporation got its start.

The newly elected Board, still unsure of their role, prioritized what needed to be done for the Corporation. Ernest Hillman, Jr., a member of the first elected Board of Directors, states, "We wanted something our people always told us, you're here to make sure that the land isn't damaged. Once we get our fingers and hands onto the land, when it's officially ours, we'll try to preserve it for generations and generations to come. That was our first priority." And "Every time we had meetings, we thought, we're doing this for our children and our grandchildren."

2013 is a year of celebration; *Haa léelk'u haas yáagu yikt haa shukáadei yaan tukóox*. We are planning to celebrate this milestone in many ways, including shareholder events in Hoonah and Juneau throughout the year, and commissioned projects, including a 40<sup>th</sup> Anniversary commemorative design and a written narrative of HTC's history. We'll also be including historic photos and stories in each of the 2013 shareholder newsletters. We look forward to sharing our history and celebrating this important milestone with you!



**THE BOARD:**  
as individuals &  
together, working for  
**YOU**



Top left: Frank See, Sr., Frank O. Williams, Jr., James Jack, Sr.. Top right: Marlene Johnson. Middle: Harvey Marvin. Bottom left: Frank O. Williams, Jr., Ernest Hillman, Jr. Bottom right: Leo Houston, Sr.

## December 2012 HTC Dividend

The Board of Directors declared a December 2012 dividend in the amount of \$0.74 per unit, with a mailing and direct deposit date of December 20th, 2012.

This amount was dictated by the current dividend policy which pays 25% of the average previous three years' net income to shareholders annually. The dividend policy is in place to ensure that Huna Totem Corporation pays out sustainable dividends, representative of the current economic state of the Corporation.

This year's annual dividend of \$0.74 per share, in combination with Shareholder Settlement Trust distributions of \$11.89, brings this year's total distributions to \$12.63 per share, compared to \$9.70 in 2011; an increase of \$2.93 per share or 23%.

## UA College Savings Plan

Looking for a better way to save for your children's education? A college savings plan allows you to save money, tax-free, for your children's future educational needs. In our continued effort to encourage continued education for shareholders and descendants, Huna Totem Corporation has partnered with the UA College Savings Plan to make this option available to shareholders.

Huna Totem Shareholders may choose to have a percentage or their entire annual dividend and Shareholder Settlement Trust distributions automatically deposited into their children's college savings plan. Alaska residents may also opt to have a percentage or all of their Permanent Fund Dividend and/or their child's Permanent Fund Dividend automatically deposited into the college savings plan as well. Other contributory options include payroll deductions, bank deductions, or lump sum deposits. The versatility of the UA College Savings Plan makes it easy to save for your children's future.

For more information about the UA College Savings Plan, visit their website, [www.uacollegesavings.com](http://www.uacollegesavings.com) or request an informational packet from Huna Totem Corporation's Shareholder Relations Manager. If you already have a college savings plan set up for your child and would like to have your distributions deposited into that plan, go to our website, [www.hunatotem.com](http://www.hunatotem.com) to print the college savings plan option form.

## Youth Leadership

HHF's Youth Leadership Program coordinated with the Native American Political Leadership Program, through George Washington University, in support of a U.S. White House Internship for Morgan Fawcett. Morgan worked in the Office of Public Engagement and Intergovernmental Affairs. Morgan was very grateful for the support from HTC/HHF and reflected, "Because of the opportunities I was presented with and the experience I gained, I will be able to utilize these skills in future positions."



HHF is also pleased to announce that it is partnering with the Hoonah City Schools in support of their Comprehensive Literacy Project – *On our Land Haa Tl'a'tgi Ka'x*. HHF will work with Hoonah City Schools to improve cultural education, including time honored subsistence and artistic skills and language. The goal is to create curriculum that reflects the Huna Tlingit culture and homeland. Literacy development, social skills building, and cultural competency are the focus of this collaborative project.

## Bartlett Cove Tribal House Documentation

HHF will begin a new documentation project to compile and archive the creation of the cultural elements for the Bartlett Cove Tribal House from concept to completion. This documentation will include the cataloging and transcribing of the oral history interviews, photographs, historical information and timeline for the project's cultural elements. Hoonah Indian Association will fund this work as part of their overall Cooperative Agreement with the National Park Service. "HHF is a great partner to help us with this project. Collating the information will help with the narrative and cultural interpretation for all the elements once the Tribal House is complete," says Robert Starbard, HIA Tribal Administrator.



## Education Assistance Awards

Over \$27,000 in Educational and Vocational Assistance was awarded in the winter/spring funding cycle. Careers in nursing, medicine, education, business administration and engineering are being pursued.

Ray Dawn Austin	Science
Natalie Pfeifer Bodziny	Chiropractic Medicine
Donavan Brown	Air Traffic Controller
Macayla Cloyd	Business Administration
Paula Drake	Masters in Clinical Psychology
Morgan Fawcett	Political Science
Ali Fulmer	Culinary Arts
Jennifer Glover	Special Education
Susan Heipp	Hospitality
Colleen Henderson	Social Science
Marie Holden	Biology
Ursala Hudson	Fine Arts
Lyle James	Masters in Education
Josephine Johnson	Flagger Certification
Lloyd Lewin	CDL Certification
Mariah Martin	Biology
Melissa Marvin	Accounting
Jill Meserve	Accounting
Pedro Mojica	Civil Engineering
Judith Nolan	Accounting
David Sanders	Diesel Technology
Katelyn Savland	Psychology
Peter Shirley	Math/Science
Talya Weldon	Nursing
Janessa Willard	Exercise Science
Nichole Wooten	Nursing
Lisa Young	Masters in Business Administration
Michelle Young	Physical Therapy

*"Thank you so much for your financial support while I have been in school. You have really helped make it possible for me to be where I am at today. Thank you!"*

*– Natalie Pfeifer*

## Cultural Interpretive Services Beginning 14<sup>th</sup> Season in Glacier Bay

In the summer of 2000, the first of many Cultural Interpreters stepped aboard a Holland America Line ship and something powerful took hold. Since that time, there has been a growing recognition that prominently featuring the cultural history and perspectives of a destination like Glacier Bay is important to travelers who are interested in learning more from their cruise experience. What is now regularly referred to as "cultural tourism" is becoming a priority for an increasing number of travelers and cruise lines. In response to this demand, representatives from the *Xúna Káawu* have been stepping aboard cruise ships in Glacier Bay to share the power and importance of their ancestral homeland with visitors from all over the world. As we prepare for our 14th year of business, we know that visitors to Alaska are eager and interested in understanding the cultural significance of Glacier Bay and we continue to see this interest grow. In 2013, Cultural Heritage Guides will be stepping aboard 199 large and small cruise ships to share the power of *Sít' Eeti Gheeyi*. Looking forward, we intend to nurture further interest in cultural tourism, and provide additional opportunities for Huna Totem Corporation shareholders and descendants. Anyone interested in learning more is encouraged to contact the HTC office and ask about Cultural Heritage Guide opportunities.

## Shareholder Relations Manager in Hoonah

Amber Starbard, Huna Totem Corporation's Shareholder Relations Manager, will be available in Hoonah on April 5, 2013, for the Quarterly Shareholder Relations Day. If you have been putting off signing up for direct deposit, filling out your testamentary, or have general questions, this would be a great time to stop by. The location and times will be advertised when they become available. Amber is also available in the Juneau office Monday through Friday 8:00 AM-5:00 PM.

## ISP is Gearing Up for the 2013 Season

Like a bear coming out of hibernation, Icy Strait Point is starting to awaken. The winter appears to be on the wane and we are ramping up for the coming 2013 cruise ship season. Snow removal around the site is not an issue this year, so we're ahead of the game compared to last year.

Our biggest efforts right now are focused on interviewing and hiring. Our goal this year is to have all employees hired and starting work on April 15th, which is just a bit over three weeks before arrival of our first ship on May 7th, Celebrity Cruises' *Century*, which will be in port from 3:30-10:00pm. We have started the interviewing process, but still have openings in all departments. So, if you have not yet submitted your application, we hope you'll do so right away. You can download an application from ISP's website, pick one up at ISP's HR Department, pick one up from HIA, or call us at 523-3679 or 945-3141 and we'll drop one in the mail to you.

We have 69 ship call days this season, representing a 12.5% increase in the number of passengers visiting ISP. The Norwegian Cruise Lines' ship, the *Norwegian Sun*, will be new this year, with a capacity of 1,936 passengers and 953 crew members. The *Sun* will be in port for eight visits, every other Wednesday beginning May 29th. Also new to ISP this year, for just one visit on July 3rd, will be Princess Cruises' *Grand Princess*, which, if full, will bring 2,590 guests and 1,100 crew members to ISP and Hoonah. We are very excited about the upcoming season and look forward to having you join us when you can.

Also, mark your calendar for Hoonah Day on May 31st. We are planning something special for all attendees!

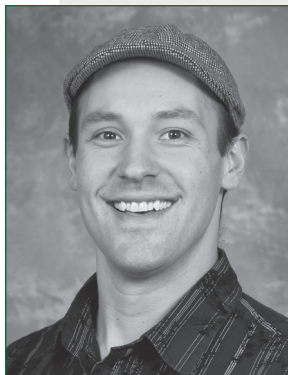
## New Faces in the Office



Huna Totem welcomes Cheryl Chenoweth as the new ISP Accountant. Cheryl was born and raised in Palmer, Alaska, before moving to Haines and then ultimately to Juneau. She studied at the University of Phoenix and the University of Alaska Southeast where she earned her degree in accounting. She started going to school to be an accountant at the age of 16; she has always wanted to be an accountant, working in that field even before her academic career-planning began. Cheryl welcomes the upcoming 2013 Icy Strait Point season and is looking forward to working with the ISP staff.



Huna Totem welcomes Stephanie Banua as the new HTC Accountant. Stephanie was born and raised in Erie, Pennsylvania. She has four children and is a local business owner with her husband. Stephanie earned an accounting degree from the University of Alaska Southeast and is attending UAS to further her education in business administration and improve her skills to enrich her career at HTC.



Huna Totem welcomes back Mario Fulmer as an Office Assistant. Mario was a 1st year college intern for HTC in 2011 and he came back as a 2nd year college internship in 2012. Mario became a permanent employee at the turn of 2013. He was born in Seattle, Washington and studied at Bellevue College where he earned a business degree and a degree in science. He wants to continue working for Huna

Totem Corporation, because he knows how beneficial Huna Totem has been for shareholders, like his family, and fellow descendants, like himself. Mario wants to play an active role in HTC's future and help to provide sustainability for the benefit of his children, grandchildren, and future generations.

ICY STRAIT  
  
 —POINT—  
 HOONAH, ALASKA

## Shareholder Survey Results

### Role of Huna Heritage Foundation

*As a result of the Shareholder survey, comments and questions were posed as to how the role of Huna Totem Corporation varies from the role of Huna Heritage Foundation. To answer this question, the history and programs of the Huna Heritage Foundations have been outlined here:*

In 1981 Huna Heritage Foundation was created as the non-profit arm of Huna Totem Corporation, and acts in matters of cultural significance; the goal of the Foundation is to encourage and perpetuate the cultural values of our Native People. Huna Totem Corporation contributes funds to HHF's educational assistance program, and cultural programs; HHF's library and archival activities are generally funded by grants.

### Educational Assistance

Huna Heritage Foundation awards supplemental financial assistance for college, vocational schools and cultural education workshops. Awards are made to Huna Totem Shareholders and their descendants on behalf of Huna Totem Corporation. HHF has two funding cycles per year, with application deadlines on January 31st and September 30th. Applications, information, and a scholarship recipient list are posted on the HHF website at [www.hunaheritage.org](http://www.hunaheritage.org).

### Library & Archives

Huna Heritage Foundation preserves oral histories, transcriptions, translations, documents, publications and photographs. The archives are available for research during regular business hours. Clan restrictions, donor restrictions, and archival restrictions may prohibit review of some materials. The Huna Heritage Library Collection is available for research during regular business hours.

### Cultural Programs - Journey to Homeland Trips & Clan Workshop

The "Journey to Homeland" is a Glacier Bay National Park Service program where in students from the Hoonah City Schools spend time in Glacier Bay, a day in May and a day in September, learning about the Tlingit history in Glacier Bay through interacting with elders and clan leaders, seeing first-hand some of the Hoonah Tlingit traditional territory, and by participating in structured cultural learning activities. Hoonah Indian Association and Huna Heritage Foundation partner, in cooperation with the National Park Service to sponsor these trips.

Since 1994, the Huna Tlingit community gathers in Hoonah for a three day Clan Workshop. Topics of discussion include Tlingit protocol, singing, and dancing, with breakout

discussion groups by clans. For these workshops, Huna Heritage Foundation partners with Hoonah City Schools.

### HTC Board of Directors and Staff

*Part of the survey was dedicated to questions about the Huna Totem Board of Directors and the Huna Totem Corporate Staff. Below you will find the results of the shareholders' responses:*

#### HTC Board of Directors

More than half of shareholders (57 percent) think the HTC Board of Directors is doing a good or very good job of developing and guiding corporate policies, with 16 percent stating the Board is doing a very good job.

n=620	% of Total
Very good	16%
Good	41
Poor	15
Very poor	9
Don't know	19

*Overall, do you think the current HTC Board of Directors is doing a very good, good, poor, or very poor job of developing and guiding corporate policies?*

More than half of shareholders (57 percent) said the HTC Board of Directors are accessible if they have questions or concerns, with 12 percent stating the Board is very accessible.

n=624	% of Total
Very accessible	12%
Accessible	45
Not accessible	27
Don't know	16

*Do you think current HTC Board members are very accessible, somewhat accessible or not accessible to you, if you have questions or concerns about HTC?*

#### HTC Corporate Staff

More than half of shareholders (55 percent) said that HTC corporate office staff is doing a good or very job of implementing corporate policies. One out of ten (13 percent) said they are doing a very good job. One out of five shareholders said staff is doing a poor job or very poor job. One-quarter stated they don't know.

n=625	% of Total
Very good	13%
Good	42
Poor	12
Very poor	7
Don't know	26

*Overall, do you think the current HTC corporate office staff is doing a very good, good, poor, or very poor job of implementing corporate policies?*

Shareholders were asked a series of three questions concerning HTC corporate staff accessibility, friendliness, and responsiveness. For each question, one out of five

## Shareholder Communications

### Volume of Information

A slight majority of shareholders (55 percent) indicated they are receiving just the right amount of information about HTC, while nearly two out of five shareholders said they receive too little.

<i>Do you receive too little, too much, or just about the right amount of information concerning HTC?</i>	
n=624	% of Total
Too much	2%
Too little	43
Just the right amount	55

### Email and Internet Access

Two-thirds of HTC shareholders reported having regular access to email and the Internet. Hoonah residents are the least likely shareholders to have email access at 43 percent, versus Juneau at 65 percent, those who live in Alaska outside of Juneau and Hoonah at 69, and those who live outside of Alaska at 74 percent.

<i>Do you have regular access to...</i>		
n=624	Yes	No
Email	64%	36%
Internet	63	37

### Meeting Attendance and Meeting Information

The majority of shareholders (62 percent) have not attended an informational or annual meeting in the last two years. Two out of five (38 percent) reported that they had attended at least one meeting.

A minority (29 percent) of shareholders who had attended an informational or annual meeting said the information presented was very useful. Most (57 percent) considered it somewhat useful. Fourteen percent considered the information not useful.

*Have you attended an HTC shareholder informational or annual meeting in the last two years?*

n=618	% of Total
Yes	38%
No	62

### Communication Methods

Nearly three-quarters of shareholders would prefer to receive HTC communications via newsletters. Slightly more than one-third (36 percent) would prefer email, while roughly one-quarter prefer the HTC website (27 percent) and informational meetings (23 percent).

<i>How would you prefer to receive communication from HTC...</i>	
n=632	% of Total
Shareholder newsletter	72%
Email	36
HTC website	27
Shareholder informational meetings	23
Annual meeting	19
Facebook	14
Telephone	8
Other*	1

Percentages add to more than 100% because multiple responses were allowed. \*Other mentions included face to face meetings, questions, and answers with corporate officers, quarterly meetings in Hoonah, and radio.

*In general, was the information presented by HTC at the meeting very useful, somewhat useful, or not useful? Base: Attended meeting*

n=236	% of Total
Very useful	29%
Somewhat useful	57
Not useful	14

*HTC Board and Staff cont.*

shareholders responded that they either did not know enough about staff performance or they had not had any interactions with staff.

- About one-quarter of shareholders (24 percent) responded that HTC corporate staff is very accessible if they have questions or concerns. A larger percentage (45 percent) consider staff somewhat accessible and about one out of ten (12 percent) consider staff not accessible.
- Thirty-nine percent of shareholders consider staff very friendly, while another 35 percent say they are somewhat friendly.
- Over one-quarter of shareholders consider staff very responsive, while 39 percent consider them somewhat responsive, and 13 percent consider them not responsive.

*How would you rate HTC corporate office staff on each of the following?*

n=624	Very...	Somewhat...	Not...	Don't Know/Not Applicable
Are staff accessible when you have questions or concerns?	24%	45%	12%	19%
Are staff friendly?	39	35	7	19
Are they responsive to your requests?	28	39	13	20

## Xúna Kaawu Radio



Huna Totem Corporation is continuing the XKR broadcasts every Thursday at 6:30PM on KHOO 90.7FM, Hoonah's own radio station. Every other Thursday's broadcast will be an encore of the previous segment.

XKR has had 25 unique broadcasts overall. Take a moment to look over the list of topics that have been discussed since September 2012.

The XKR Monthly Contest is a newly implemented contest used to promote XKR and as a way to include listeners in an entertaining way; here is an overview of the rules:

- 1) Clues: A clue is word(s), or number(s) that will be called during the course of the radio broadcasts.
- 2) Gather all 6 clues for the monthly contest and have a chance to win the monthly prize.
- 3) Be the 1st caller to call with the correct 6 clues during the allotted time frame and win.

Local Hoonah listeners can tune in every Thursday at 6:30 PM, if you can't listen to the live broadcast, you can conveniently find uploaded broadcasts at the HTC website, [www.hunatotem.com](http://www.hunatotem.com), or a link can be found on HTC's Facebook page.

### XKR RADIO BROADCAST GUIDE

DATE	SUBJECTS
October 4th	Pier Community Forum
October 18th	City Council
November 1st	Alaska Federation of Natives
November 15th	Importance of Our Culture - <i>Keeping Our Culture Alive</i>
November 29th	Shareholder Survey Highlights
December 13th	Hoonah Comprehensive Literacy Project
December 27th	ANCSA - The Corporate Whale
January 10th	New Corporate Employee Interviews
January 24th	2013 HTC Internship Opportunities - <i>2013 Cultural Heritage Guide Opportunities</i>
February 7th	Cultural Heritage Guide Interview - <i>Jineit Art Academy - Formline Workshop</i>
February 21st	Chichagoff Classic - Basketball Tournament - <i>XKR Monthly Give Away Contest</i>

Here is the broadcast schedule for this month's contest:

- Thursday, March 21st - Broadcast with clues 1 - 3
- Thursday, March 28th - (Encore of 3/21/13 Broadcast)
- Thursday, April 4th - Broadcast with clues 4 - 6
- Thursday, April 11th - (Encore of 4/4/13 Broadcast)
- Monday, April 15th -

Be the first caller to call Mario Fulmer at 907-523-3684 between 11:30 AM and 11:45 AM (AST) with the six correct clues and win a \$50 Prepaid Visa Gift Card.

## February 2013 SST Distribution

The Board of Trustees declared a February distribution from the Shareholders Settlement Trust in the amount of \$7.11 per unit, with a mailing and direct deposit date of February 15th, 2013. This is a 13 percent increase (\$6.18 per share) over the February 2012 SST Distribution.

Together with the first distribution of \$1.68 paid in August and the second distribution of \$3.10 paid in November, the total paid from 2012 Trust earnings were \$11.89 per unit, a 64% increase over the \$7.25 per unit paid from the SST earnings last year.

For those who are interested in signing up for direct deposit for the next dividend or distribution, Direct Deposit forms are available online at [www.hunatotem.com](http://www.hunatotem.com) or at the Huna Totem Corporate offices.

## 2012 Global Vision Awards

Huna Totem Corporation was awarded the 2012 Global Vision Award. Travel and Leisure Magazine scoured the globe to find “bearers for responsible tourism.” Huna Totem Corporation was recognized as one those bearers with special recognition for community building. Thank you and congratulations to all who made this possible!

TRAVEL+LEISURE  
**GLOBAL  
VISION  
AWARDS  
2012**



## Another Step in the Right Direction



Larry Gaffaney, Huna Totem Corporation  
Chief Executive Officer and President

I'm very pleased to share with you that 2012 was Huna Totem Corporation's fourth consecutive year of profitability. This represents quite a milestone; the last time the Corporation achieved this was 12 years ago; in the years 1997 - 2000.

Our 2012 results, which you'll hear and read more about during our upcoming shareholder information meeting and 2012 Annual Report, are a testament to the entire team which, like the U.S. Marines, *improvised, adapted and overcame* a number of challenges this year.

2012 represented the second year of a sustainable dividend policy balancing the competing demands on HTC's cash between things like: debt service; providing employment opportunities for shareholders; maintaining our investments and assets, which include the 100-year old Cannery; supporting Huna Heritage Foundation; investigating and prudently investing for HTC's long-term growth; and making shareholder distributions. Adherence to this policy has already produced results -- since December 31, 2008 we've paid down nearly \$2 million in debt, and the Corporate Portfolio has grown by nearly \$5 million, resulting in a significantly strengthened Huna Totem.

While we've come a long way, I'm not satisfied with HTC's current level of profitability or distributions. Earlier this month the Chairman and I wrote to you about the new HTC Vision. (See article on the Cover Page.)

In conjunction with development of our new Vision, we've been hard at work on a strategic plan and have identified two promising paths for diversification and growth. These paths leverage HTC's tourism experience and growing numbers of Huna Totem shareholders, descendants, and their families who possess a deep reservoir of skills and education. The Board has authorized the continued investigation of these paths over the next 10 months. Both opportunities are in alignment with our Vision and expected to move HTC forward toward our Strategic Objectives - *Financial strength, Diversified revenue sources, Consistent, robust cash flow, and Invest in the Xúna Kaawu.*

I'm enthusiastic as we begin taking steps forward in this exciting new chapter for HTC and look forward to sharing updates with you on our progress throughout 2013.

Gunalchéesh,  
Larry

## Employment Opportunities

### Internship Opportunities



This year Huna Totem Corporation will be recruiting for two college interns and one high school intern. Interns will have the opportunity to work in the Corporate office in Juneau, Icy Strait Point offices in Hoonah, and with Interpretive Services in Glacier Bay. Each intern program will depend on the applicant's background and interests.

Here is a quick summary of each intern program:

#### College Intern

To be eligible for the college intern program, the student must be a junior or senior in a college/university, in good academic standing, and be attending school in the fall.

- 10 Week Program
- Full-Time
- Work in Juneau, Hoonah, and Glacier Bay
- Work with HTC, ISP, Interpretive Services, and HHF
- Work with all levels of management and every field within HTC, ISP, and HHF
- Attend Intern Day at ISP with other interns and managers from Sealaska and Goldbelt
- Obtain a great reference for resume

#### High School Intern

To be eligible for the high school intern program, the student must be an incoming junior or senior in high school or 2013 high school graduate and be in good academic standing.

- 4 Week Program (Flexible)
- Full-Time
- Work in Juneau, Hoonah, and Glacier Bay
- Work with HTC, ISP, Interpretive Services, and HHF
- Work with all levels of management and every field within HTC, ISP, and HHF
- Attend Intern Day at ISP with other interns and managers from Sealaska and Goldbelt
- Obtain a great reference for resume or college application

If the applicant wishes to transition into a seasonal position with Icy Strait Point following the internship, notify the Shareholder Relations Manager at the time of application. ISP is willing to work with employees wishing to pursue this transition option.

### Interpretive Services

#### Cultural Heritage Guide

Cultural Interpretive Services is currently seeking enthusiastic applicants who are excited about sharing the rich history and heritage of the Huna Tlingit in Glacier Bay with cruise ship guests and visitors to the Glacier Bay Lodge. There are openings for Cultural Heritage Guides for the 2013 season (May-September).

Successful applicants will provide formal and informal cultural programs, presentations, and share personal experiences with travelers visiting Glacier Bay on large cruise ships as well as smaller cruise vessels, and at the Glacier Bay Lodge. Cultural Heritage Guides typically provide presentations on Glacier Bay, sharing a Tlingit cultural perspective, interact with passengers and answer questions, and share and discuss a variety of provided cultural items. At the end of each workday, the guide/host returns to Bartlett Cove for the night.

#### Operations Lead

Interpretive Services is currently seeking enthusiastic and experienced applicants for their Operations Lead position. The Operations Lead would be responsible for coordinating day-to-day operations for Cultural Interpretive Services program for the 2013 season. The Operations Lead will coordinate with the Director of Interpretive Services, customers, business partners, The National Park, Service, and multiple regional and state agencies. A high degree of professionalism, strong communication skills, coordination and scheduling skills are required for this position. This is a part-time, seasonal position starting in mid-March and concluding late September.

Questions regarding this position should be directed to Mark McKernan, Director of Interpretive Services.

### Icy Strait Point

With approximately 100 job openings each season, Icy Strait Point would like to let shareholders know that the 2013 ISP applications are available online at [www.icystraitpoint.com](http://www.icystraitpoint.com). Applications may also be picked up at the ISP site or by calling to have one mailed to you. Upon completion, applications can be mailed to: P.O. Box 583, Hoonah, AK 99829 or faxed to (907) 789-1896. Please contact Human Resources at (907) 523-3679 for more information or an application. Icy Strait Point is looking forward to another successful season!

## Meeting Dates Announced

### Hoonah Heritage Foundation Clan Workshop

April 22, 2013	9:30-5:00 PM	Hoonah City Schools Alumni Gym
April 23, 2013	9:30-5:00 PM	Hoonah City Schools Alumni Gym
April 24, 2013	9:30-5:00 PM	Hoonah City Schools Alumni Gym

### Huna Totem Corporation Informational Meeting

May 18, 2013	TBD	Hoonah, Details to be Determined More Information to Follow by Mailer
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### Huna Totem Corporation Annual Shareholder Meeting

June 15, 2013	10:30 AM	Registration Begins- Hoonah ANB Hall
	11:00 AM	Meeting Begins

## Help us find these folks:

The following people do not have current information on file with Huna Totem or have incomplete files. If you are on this list, please contact Amber Starbard, Shareholder Relations Manager at (907) 523-3670. If you recognize someone on this list, please have them contact us. Shareholder records can only be updated by the shareholder or the legal custodian.

Laura Cheryl R James	Jacob St Clair	Richard Thomas See	Charla Janette Bennett
Holly Nicole Lorenz	Marlene Alice Martin	Lina I Garrison	Mary J. Fawcett
Michael James Romantic	Jerry Sargent	Joycelyn Marie White	Earl Keith Austin
James William Romantic III	Kathleen Alayne Taylor	Katie Renee Knox	Cassandra Mae Gillis
Aaron Joe St Clair Sr	Jana Marie Travenshek	Raymond M Webster	James Anderson McKinley Jr
Alisa Ann St Clair	John Melvin Williams	Vivian J Wright	Victor Darrell McKinley
Darrin Azar	Helen L Clements	Albert A Garrison	Stuart Joyce Jacobs
Jason Michael Dandoy	Lance E Rhodes	Emily V Williams	Jolene Fay King
Scott Charles Burdette	Arnold Serguis McLean	Bertha Ann Bray	Susan Lynn Gonzalez
Timothy David Morgan	Ross Timothy Sheakley	Daniel Marvin Sharclane	Arlen Boyd Skaflestad
Katryn Jayne Hough	James Herbert Fredrick	Robin Gregory Figdor	Karoline L. Henry
Robert Nicholas Bennett	Carteeti	Beverly Elaine Sheakley	Teresa Lynn Moses
Charlie Marvin	Christopher L Jack	Brian Koenig	Deann E Revolinski
Veronica Alice Shortcakes	Donal E Wick Jr	Clinton Wayne Daniels Jr	
George Paul Moy	William Robert Greenewald	Frank Glade Brown	



## HUNA TOTEM CORPORATION

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Juneau, AK 99801

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## Important 2013 Dates

April 22-24, 2013	Huna Heritage Foundation Clan Workshop
May 7, 2013	Icy Strait Point's 1st Ship Call
May 18, 2013	Huna Totem Corporation's Informational Meeting
May 31, 2013	Icy Strait Point's Hoonah Day
June 8, 2013	Icy Strait Point's Neighbor's Day
June 15, 2013	Huna Totem Corporation's Annual Meeting
July 27, 2013	Huna Totem Corporation's 40th Anniversary Picnic
September 18, 2013	Icy Strait Point's Last Ship Call for the 2013 Season
September 30, 2013	Huna Heritage Foundation Educational Assistance Deadline
November 9, 2013	Huna Totem Corporation's 40th Anniversary of Incorporation



### Huna Totem Corporation

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### Huna Heritage Foundation

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