



HUNA TOTEM  
CORPORATION

# Shareholder update

## what's inside

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## Distributions declared

Huna Totem is pleased to announce a \$2.67 per share - or \$267 per 100 shares - distribution from 7(j) revenue. Huna Totem will receive the 7(j) monies from Sealaska December 6 and checks will be mailed December 8.

Additionally, the Shareholders' Settlement Trust will issue a \$2.03 per unit - or \$203 per 100 units - distribution on November 14.

Please allow up to 10 days to receive your check. Direct deposits will be made available the day following the distribution dates.

## Shareholders get paid to share pride, knowledge of Huna Tlingits

### TOURISM PROGRAM OFFERS SUMMER EMPLOYMENT

Huna Totem Shareholder Carolyn Martin spends the summers educating audiences about Huna Tlingits. And she gets paid for it.

"It's an excellent job and I enjoy it," Martin said. "Glacier Bay is where my grandparents and mother were born so it's homecoming to me. When I walk on the beaches at Bartlett Cove, I remember playing there when I was growing up."

For the past five seasons, Martin has been an employee of Huna Totem's Interpretive Services program. Huna Totem has an agreement with Holland America Lines Westours and Cruise West Cruise Lines to provide a presentation about Huna Tlingits while onboard cruise vessels as they enter Glacier Bay National Park.

The program has grown and Huna Totem is looking to hire shareholders for

## Highlights for Glacier Bay presenters positions

- Competitive, attractive daily rate pay
- Transportation to/from Gustavus paid by Huna Totem
- Housing and meals included
- Four days a week schedule
- Perfect summer job: May-September
- Training and accreditation paid for by Huna Totem
- Hiring preference for Huna Totem shareholders & descendants

new positions that run from late May to the second week of September. Next season, 186 days are scheduled, a 68 percent increase from this year.

**Shareholders share culture** *Continued on Page 4*

## Investment highlights

Type of Investment:  
Banking

Year invested: 2002

Percentage of  
Ownership:  
22 percent of bank LLC

Amount invested:  
\$2.6 million

Investment Strategy:  
To diversify investment  
portfolio through growing a  
community style bank and  
selling it within five years.

## SPOTLIGHT on our investments: First Coastal Bank

Huna Totem has a minority ownership of First Coastal Bank N.A., a full-service bank with four branches in the West Los Angeles area of Southern California. The Bank's primary source of revenue is derived from providing loans to clients, predominantly small and middle-market businesses.

Huna Totem board member Russell Dick holds a board position on the bank's board of directors.

"We invested in First Coastal with the goal to eventually sell the bank within five years when the bank is profitable and meets performance benchmarks," Russell said. "All indicators to date demonstrate that the bank is meeting our expectations and is likely to mature on schedule in the next few years."

He said the investment goal was to turn a medium-term investment (approx. 5 years) in a startup company and grow it to an acceptable market value, then sell it for a profit.

The investment in First Coastal Bank was part of the investment strategy aimed at diversifying the company's assets.



## Trustees award financial educational assistance to college students

The Huna Heritage Foundation Board of Trustees is pleased to announce the names of 24 students awarded supplemental educational financial assistance for the fall/winter semester. The deadline to submit application for consideration for the spring term is January 31, 2006. Congratulations award recipients!

Megan Arested  
Diana Austin  
Edward Bean  
Bradford Dybdahl  
Travis Dybdahl  
Kahilil Hudson  
Lily Hudson  
Thomas Hughes  
Josephine Johnson  
Sadreina Katasse  
Wayne Kendall  
Jason Lamebull  
Miranda Belardi-Lewis  
Sylar Mazon  
Branda Skaflestad  
Amber Starbard  
Karla Starbard  
Miranda Starbard  
Sonja Taton  
Kenneth Weitzel  
Joseph White  
Krista Williams  
Jodi Wise  
Amy L. Wright

## get well

HUNA TOTEM WISHES THE FOLLOWING SHAREHOLDER A SPEEDY RECOVERY. OUR THOUGHTS AND PRAYERS ARE WITH YOU.

Katherine Hanlon  
Cynthia Creekpaum  
Charlene Osborne  
Mary Peterson  
Donna Sherman  
Liv Gray  
Genevieve Cook

# Heritage Foundation advances essential educational, cultural agendas

This year was packed with all kinds of activity out of the Huna Heritage Foundation, but two programs stand out for significant progress and success: The return of important clan objects and the Youth Leadership program.

Huna Totem Corporation provides financial support to HHF.

### Clans reclaim AT.OOW

HHF has been working with the Hoonah Indian Association to repatriate (return) 46 objects from the University of Pennsylvania Museum belonging to Mt. Fairweather Clan (Snail House). The museum has had the objects since 1935. The efforts are being supported financially by a \$65,000 grant from the NAGPRA National Office.

Work is being done to perfect the claim to the objects and a visit to the Museum is slated for next April. Dr. Charles Smythe is assisting with preparing the claim to be resubmitted by year-end.

“We value our role to assist with formal clan requests to help return AT.OOW from museums and other federally funded agencies,” said Marlene Johnson.

The NAGPRA (Native American Graves Protection and Repatriation Act) legislation was passed in 1990 to require that human remains and artifacts be returned to their



Youth Leadership Delegates Jessie Dybdahl, Amber Lampe, and Jill Meserve participated in the recent Alaska Federation of Natives Convention in Fairbanks in October. Lampe was newly elected as the Southeast Representative to AFN.

rightful Native American owners.

And there's been recent success.

A T'Dakdeintaan hat was repatriated in October from the University of Alaska by the Hoonah Indian Association. The hat was returned to Adam Greenwald, the Clan

caretaker, on behalf of the clan.

The hat was used at the memorial party October 15 for the first time since its return. Wearing the hat, Ken Grant performed a spirit dance.

A dance shirt

belonging to the Wooshkeetaan also was returned to Caretaker Sam Hanlon, Sr.

### Investing in our future leaders

Working with Hoonah Schools, the Heritage Foundation is developing youth leadership.

“This means we must develop high self-esteem and knowledge of the Tlingit culture, as well as keeping the young people's interest,” said Heritage Foundation Trustee Marlene Johnson.

She said selected Hoonah youth attend regular clan workshops, the Alaska Federation of Natives (AFN) Convention and other community meetings and activities throughout the year.

A Hoonah youth has been selected as the Southeast representative to AFN for three years running.

In the spirit of partnership, the leadership program joins the Hoonah Schools and the Glacier Bay National Park Service to host educational boat trips around the

“...we must develop high self-esteem and knowledge of the Tlingit culture, as well as keeping the young people's interest.”

MARLENE JOHNSON  
HERITAGE FOUNDATION TRUSTEE



Adam Greenwald displays a Raven hat that was repatriated by the Hoonah Indian Association on behalf of the T'Dakdeintaan Clan. The hat was returned to the Clan in Hoonah October 1. Adam Greenwald is the caretaker.

# We are poised for growth, profits

# congrats congrats

Dear Shareholder,

The Board of Directors and staff join me in wishing you a Happy Thanksgiving and a Merry Christmas. This is our last newsletter for the year, and it has been a busy year.

We completed our second season at Icy Strait Point on a high note. We made some fundamental operational changes to our food and beverage service, added greater capacity to tours, settled into operations and completed the majority of our capital investment.

Future development will be on a smaller scale, compared to our initial investment. The good news is we have the physical capacity to grow as required and as necessary over the next few years. Capital investments over the next few years will be primarily targeted to expanding or adding new tours.

Our first season was very challenging with numerous construction projects in progress and simply getting the operation up to speed. I'm confident we'll have greater efficiency as we target our first profitable season.

Icy Strait Point is a raging success as demonstrated by our additional ship calls in 2006. We'll have 73 calls next season — a tribute to the fine job of our staff and the immense receptiveness from the community of Hoonah.

On the real estate front, Huna Totem sold for a profit our office building in Las Vegas. The property was one of two underperforming Las Vegas properties and we were able to sell both properties and use the proceeds from the sale to reduce our short-term debt and to stabilize the corporation.

The Board of Directors held a strategic planning meeting in September to develop a company strategic plan, a roadmap for our future. We are fine tuning the plan but we now have a foundation by which to grow the corporation. Next year's budget and operating plan calls for a return to profitability, continue to develop shareholders for supervisor and managerial positions at Icy Strait Point, and initiate a search for



investments to further diversify our investment portfolio as the company gains financial strength.

In summary, this year we worked hard to get our finances in order, divest of underperforming assets, and stabilize the corporation for profits and growth.

We were recently caught off guard by the closure of Alaska Pacific Bank's Hoonah branch. The closure is significant for our shareholders and employees, as well as the community as a whole. I'm hopeful that a workable solution can be found in the near future, but this is a significant challenge for any bank due to the size of the community and the limited deposits generated in the community. I am exploring options for continued banking services and we may ultimately need to be creative and embrace newer technology to meet the banking needs in Hoonah.

Happy Holidays,

Robert Wysocki  
President & CEO

Huna Totem is pleased to announce the hiring of Shareholder **LOUIE WHITE** as the new Hoonah area Land Watchman. A nine-month position starting Oct. 28, White will patrol lands owned by Huna Totem and Sealaska. White was formerly employed by Icy Strait Point and by Sealaska Timber Corp.

Congratulations to **DR. WILLIAM PFEIFER** of Ketchikan, Alaska, for his election to the American Chiropractic Association Board of Governors. He will serve as District 1 Governor representing 10 states. Dr. Pfeifer is the son of Huna Totem shareholders John and Pauline Hinchman.

Congratulations to **MARY J. FAWCETT** and **TRAVIS COZY** on the birth of a boy named Alexander Charles Cozy. He was born July 28 and weighed 6 lbs, 6 ozs. The father is currently on a tour of duty in Iraq.

Congratulations to **KRISTEN AND TIM DEMPSEY** on the birth of a girl named Kyrah Reanna Dempsey. She was born October 29 and weighed 8 lbs, 10 ozs. Tim is the Vice President of Operations for Icy Strait Point.

Congratulations **RICHARD SHAW** of Seattle on graduation from the University of Evansville, Indiana, with a degree in marketing. He is the son



of Richard Shaw and Barbara See Shaw. An educational award recipient, Richard sent a thank-you card to the Heritage Foundation for helping him achieve his four-year degree.

## Heritage Foundation

*Continued from Page 2*

Hoonah area with youth and elders. Students learn about clan ownerships, clan history, and the meaning of different locations in and around Hoonah.

Students have completed trips to Glacier Bay, Chookaaneidei country; Dundas Bay, T'Dakdeintaan country; Ground Hog Bay, Kaagwaantaan country;

### Thank You Board of Trustees

Grace Villarreal  
Bertha Franulovich  
Penny Cornell  
Ozzie Sheakley  
Marlene Johnson

and Bartlett Cove, Strawberry Point and Excursion Inlet, Wooshkeetaan Country.

The boating field trips are funded by a grant from the National Parks Services.

"The program is awesome and our activities are having an impact in the lives of our young people," Johnson said.



## Huna Totem Corporation

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**NOVEMBER 2005**

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## how to contact us

*We welcome your feedback  
and ideas for the newsletter.*

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## Shareholders share culture

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In addition to the position being an ideal summer job and excellent daily pay, the employees receive housing and meals while staying in Gustavus, said Huna Totem Chief Executive Robert Wysocki.

“The job title is a bit confusing,” Wysocki said. He said the ‘Interpreters’ go onboard ships to deliver presentations that showcase the Tlingit culture and how the Huna Tlingits lived and occupied the Glacier Bay area before they were forced to leave due to natural conditions and as mandated by the federal government. The presenters cover a myriad of topics ranging from how they lived and survived in the area to the kinds of foods and tools they used. The employees then answer questions and interact with audience members after the presentation.

“The cruise passengers are hungry for history and knowledge about Alaska Natives, and they eat up every bit of information we provide them,” he said. “There are many Tlingits who love to tell stories and have pride in their culture — and the icing on the cake is getting paid for it.”

Martin said one of the things she likes about the job is educating people not familiar with Alaska Natives.

“The vast majority of people from the Lower 48 and other parts of the world have absolutely no idea about the Tlingit People. I like to inform them that the Native American community is not just Sioux, Cherokees, Navahos or Eskimos,” Martin said.

The program continually receives high marks. The interpreters receive accreditation from the National Association of Interpreters, as well as annual training from the National Parks Service, both paid for by Huna Totem.

“We encourage all shareholders and their family members, no matter where they reside, to contact us for more information about one of the best employment opportunities we have for our shareholders.”

Interested job seekers please contact the Huna Totem offices at 907.789.1773 or toll free at 1.800.428.8298. 🦋

*Holiday  
Wishes!*