

Information Technology Company a First for Huna Totem

The Huna Totem board and management team committed in 2018 to pursue opportunities with unique competitive advantages. As such, Huna Totem has pursued the development of a federal contracting portfolio with companies certified as U.S. Small Business Administration 8(a) businesses. The 8(a) program provides a competitive advantage to small companies

owned by individuals who are socially and economically disadvantaged by setting aside federal contracts and providing business development support for certified companies.

In April 2018, the Huna Totem board agreed to purchase 75 percent of Distributed Computing System Solutions Provider, Inc. (DCSSP), an existing certified 8(a) company that provides information technology (IT) services, primarily to government customers. The purchase required approval by the Small



Business Administration before it could be finalized, which occurred December 2018. Since finalization of Huna Totem's ownership, focus for management has been to set the company structure, pursue new contract opportunities, and development of sustainable and calculated growth plans.

"We are particularly excited about this new investment as it represents two firsts for Huna Totem — DCSSP is Huna Totem's first information technology services subsidiary and the first subsidiary certified 8(a) by the Small Business Administration," said Huna Totem President and CEO, Russell Dick. "Huna Totem will continue to evaluate new industries to invest that benefit from the 8(a) program and extend Huna Totem's ability to further service the vast federal contracting arena."

ANSEP: Investing in Our Future

Huna Totem has partnered with Hoonah City Schools and Sealaska to include Hoonah middle school students in the Alaska Native Science and Engineering Program (ANSEP). The goals of this program are in-line with the goals of Huna Totem to develop and encourage professional growth opportunities for future generations.

ANSEP's mission is "to effect systemic change in the hiring patterns of Alaska Natives in science and engineering by placing our students on a career path to leadership."

ANSEP engages students beginning in middle school and continues working with them through their high school and university years. The middle school academy is the first step in the program and includes a two-week camp where students complete hands-on science and engineering projects. The students stay in university residence halls to give a taste of college life while they experience what it is like to be a scientist or engineer.

Huna Totem and Huna Heritage Foundation contributed \$39,000 to the southeast program implementation. The funding, provided by Huna Totem, Huna Heritage Foundation and Sealaska, covered student tuition and travel expenses, and staff training and travel. In January, the ANSEP program invited Huna Totem, along with Sealaska, to their annual celebration and recognized their sponsorship that brought the program to Southeast Alaska. Interested in learning more about ANSEP? Visit their website at ansep.net to read about this amazing program.



Please Vote Your Proxy!

On April 17, 2019, Huna Totem Corporation voting shareholders on record were mailed the 2018 annual report and proxy materials for the 45th Annual Meeting of Shareholders. Voting in the annual election is one of your most fundamental rights as a shareholder. Here are important dates associated with the election:

May 10: Early Bird Voting Deadline

June 12: Last day to submit proxy to inspector of elections — the inspector must receive your proxy by 5 p.m. AKDT.

June 15: The annual meeting will begin at 4 p.m. AKDT at the Adventure Center, Icy Strait Point in Hoonah, Alaska



Letter from the President and CEO — Greetings shareholders,

In the first quarter of 2019, we continued to build on our progress made over the last year. Our success is due to the hard work and dedication of our board of directors, management team, and support from shareholders. That support is part of what propels our corporation's growth strategy and our focus on sustainability. Projects like our new



Huna Totem
President and CEO
Russell Dick

Icy Strait Point facilities mean an increase in cruise ship visitors that helps drive revenue, benefits and opportunities for shareholders.

Our team and board of directors are preparing for the annual meeting this

June and also for the 10-year review of the Shareholders Settlement Trust (SST) this fall. Shareholder participation at the annual meeting and throughout the SST's 10-year review process is essential to the success of our corporation. In the coming months, you will receive more information about both events, including meeting times and locations.

Focus on Sustainable Growth

The board and management team worked together in 2017 to shift the company's strategic focus from constant expansion and investment in start-up ventures to a sustainable

and conservative approach to growth, allowing us to rebuild the financial strength of the company and begin providing more benefits to our shareholders. While our new strategy is still in its preliminary stages, it led to noteworthy progress in 2017 and 2018, when revenues increased and expenses decreased across the corporation and contributed to the first year of positive net income since 2014.

Our strategy guided our decision to take advantage of the U.S. Small Business Administration's 8(a) program, which sets aside federal contracts for small businesses owned by socially and economically disadvantaged people or organizations. We have acquired an existing 8(a) certified company that works in the information technology field and hope to have an update on the growth of that company at the upcoming information and annual meetings.

We continue to execute our tourism-growth strategy, and Icy Strait Point expects to see a record 138 cruise ships in 2019, leading to more visitors and spending at our businesses and in our local economy. To take advantage of the increased tourism, Alaska Native Voices restructured its operations to serve more visitors at Glacier Bay and on the cruise lines. With an eye toward long-term sustainability, we are setting up a carbon-credit program that not only monetizes and preserves our forestlands for future shareholders, but also creates a long-term revenue stream for the corporation.

Stronger together

Just as our business development and profitability drives the corporation's sustainability and growth, Huna Totem is also focusing on the sustainability and growth of the SST, which in turn provides tax-free benefits to unit holders.

The SST's 10-year review process takes place this fall, and we are preparing a schedule for community meetings to share information about the SST, including a financial analysis of its health and insight into what will make the SST sustainable for generations to come. Growth and sustainability are key considerations for the board of trustees. You can read more about the 10-year review process below.

In conclusion, our corporation is doing very well, and I would like to thank the board of directors, our management team, staff and you — our shareholders. This is your corporation. We are stronger when you are involved, and we can use your input to inform our decisions. I look forward to seeing you at the information and annual meetings this May and June, and reporting on our performance and outlook.

Gunalchéesh,

Russell Dick President and CEO Huna Totem Corporation

Shareholders Settlement Trust February Distribution

The Huna Totem Corporation
Shareholders Settlement Trust board
of trustees declared on February 5,
2019, the third and final 2018 dividend
distribution amount of \$345,144 to unit
holders, or \$3.94 per unit in accordance
with the trust's distribution policy.
Checks were mailed and direct deposit
accounts were credited on February
15, 2019. Shareholders not currently
benefiting from direct deposit services are

encouraged to register on Huna Totem's online shareholder portal at MyHunaTotem.com.

"How we evaluate the trust's performance and improve upon its structure could provide even greater benefit to today's owners and future generations of owners. Our continued goal is to create stable and growing dividends through improvement of trust

policies that provide growth in assets for future generations," said Huna Totem President and CEO Russell Dick. "The board of trustees is looking forward to meeting with the unit holders during the 10-year review process in fall 2019, and discussing new ways to ensure sustainable, dependable distributions while allowing for the continued growth of the trust."

Register for Direct Deposit at MyHunaTotem.com

10-Year Trust Review to Ensure Sustainability and Longevity

Twenty-five years ago, shareholders passed a proposal authorizing creation of the Huna Totem Corporation Shareholders Settlement Trust (SST). The proposal outlined a plan for the board of trustees to conduct a five-year review following the establishment of the SST and a 10-year review for subsequent decades to determine necessary changes that will ensure the good health of the SST for future generations.

What is the review process? While the board of trustees meets year-round to review the performance of the SST, they conduct a formal review period every 10 years. The process includes a series of informational meetings in locations where concentrations of unit holders live (Hoonah, Juneau, Seattle and Anchorage, for example). Huna Totem will post the dates of these meetings at hunatotem.com and on social media, as well as through email announcements, and a meeting notice mailed later this summer along with helpful information about the SST and review process.

At the unit-holder meetings, trustees will present a report on the health of the SST and information about how it could grow or shrink over time. This will be a great time to ask questions and learn more about how the fund can be grown and sustained for future generations. There will also be time for unit holders to provide comments for the trustees to review and consider when deciding which changes to put up to a vote, which can include altering the formula for distributions, authorizing a special distribution, or terminating the SST.

Once the board of trustees arrives at a recommendation, ballots and other information will be mailed out, and unit holders will vote on the recommendation. As the review process nears, Huna Totem and the SST will provide more information on the website hunatotem.com, Facebook page, email via our new e-newsletter (launching this spring), and also through a direct mailer delivered to your postal service mailbox. Unit holders with any questions should contact the shareholder relations department by phone at 907.789.8500 or email at shareholders@hunatotem.com.

ISP Hosts Celebration with Celebrity Cruises CEO

Huna Totem and Icy Strait Point are excited to host Celebrity Cruises President and CEO Lisa Lutoff-Perlo at Icy Strait Point on June 4, in conjunction with the arrival of Celebrity's cruise ships, the Eclipse and Millennium. As part of this ship-to-shore experience, Icy Strait Point is planning port-wide special events, including: welcoming ceremony to greet Lutoff-Perlo, her guests and crew at 2 p.m.; various venues will feature special flavors of Alaska with food and beverage pairings by ISP Food and Beverage Director Stacy Hall; and Icy Strait Point will feature live music from Alaskan artists. Huna Totem and Icy Strait Point extends an invitation to all Hoonah community members to attend this special event.

Lutoff-Perlo, among other VIPs, will make a special presentation at the Activity Court in front of Duck Point Grill after the arrival of the Eclipse. Lutoff-Perlo, the only female CEO in the industry, was recently inducted into the Cruise Line Industry Association Hall of Fame and also received the 2019 Lifetime Achievement

Award. "Lisa is thrilled to visit Icy Strait Point and is particularly excited to see the new dock and other enhancements to the visitor experience," said Icy Strait Point Vice President, Tyler Hickman. "Special events at Icy Strait Point provide opportunities to highlight our culture and share the diverse and quality port attractions with key leaders in the industry. We are going to close this special event with a firework show to mark the Eclipse departure and bid Lisa and her team farewell."



Lisa Lutoff-Perlo is the president and CEO of the multibillion-dollar vacation brand, Celebrity Cruises.

Carbon Credit Inventory Begins

"In 2018, we announced Huna Totem's carbon credit sequestration project," said Huna Totem President and CEO, Russell Dick. "Carbon created from Huna Totem lands will be inventoried, converted to carbon credits, and then sold to companies that must purchase credits to offset their carbon emissions to meet emissions regulations."

Huna Totem shareholders will continue to have access to Huna Totem lands for subsistence and natural harvesting, including the lands in the project area. Huna Totem will still be able to pursue non-timber related development opportunities.

Huna Totem has completed the first steps toward the project completion, including an inventory estimate based on an indepth review of available maps and geographic information system (GIS) data. This step helped Huna Totem narrow and determine eligibility of land for the carbon program.

The next step will be a physical inventory that will be used to calculate the final project area. The physical inventory process will begin in May and conclude late summer. Huna Totem anticipates the entire project will be finalized and revenue will be generated by spring 2020.



Huna Totem and Icy Strait Point Welcome New Team Members



Huna Totem SH Relations Assistant Treana White

Treana White is the new shareholder relations assistant for Huna Totem. Prior to this position, she worked in accounts receivable with Channel Construction, in reception for Southeast Alaska Regional Health Consortium

(SEARHC) Pediatric Dental Clinic and Central Council of the Tlingit and Haida Indian Tribes of Alaska, and as a dental assistant with SEARHC Dental. She also worked at Icy Strait Point as a cashier in 2011 after graduating from Hoonah High School in 2009. White is a shareholder descendant who grew up in Hoonah. Her great-grandparents are Samuel and Katherine Hanlon, and Jacob and Lily White; her grandmother is Alice Hanlon and her grandfather is Irving White. She is Raven of the *L'eeneidi* Clan, Dog Salmon House.

White attended classes at the University of Alaska Anchorage and the University of Alaska Southeast. She completed on-the-job training with SEARHC Dental to serve as a dental assistant. She also attended Microsoft Suite training at the Vocational Training & Resource Center. White enjoys playing basketball, spending time with her family, hiking, fishing and camping.



Huna Totem-ISP Accounting Tech Liv Dybdahl

Liv Dybdahl has been hired as an accounting technician for Icy Strait Point and Huna Totem. Prior to this position she worked as an adventure center captain in the tour sales department at Icy Strait Point in Hoonah for the

2017 and 2018 seasons. In addition, she was an accounting assistant at Metro Overhead Door in Oregon. Dybdahl is a Tlingit from Hoonah and a shareholder descendant of Huna Totem.

Dybdahl completed an accounting specialist program at the Alaska Vocational Technical Center in Seward, Alaska. She enjoys spending time with family and attending local Juneau community events.



Icy Strait Point Corp Accountant Amber Simpson

Amber Simpson was recently hired as a corporate accountant for Icy Strait Point. Prior to this position, she was the accounting manager for Seaside Diesel in Juneau and the finance officer for the state of Alaska Department of Law. In addition,

she was the accountant for Colorado's Governor's Office, Cabinet E and Audit Team. Her current accounting specialties include audit and procurement.

Simpson earned a Bachelor of Science degree in accounting and a Master of Professional Accounting (MPAcc) at Colorado State University. She is currently enrolled in Alaska certified public accountant (CPA) courses. Personal enjoyments include hiking and traveling, as well as trying new foods.

Learn about employment opportunities online at: hunatotem.com/careers or on our Facebook page.

Huna Totem Introduces New Shareholder Portal Look

Huna Totem launched our remodeled shareholder portal MyHunaTotem.com. The revamped website is your onestop shop for news, opportunities and quick access to update your shareholder records and download forms online.

You can update contact or direct deposit information easily on the new site. Scan the lost shareholder or unsettled estate list and inform family and friends if they are listed so they can re-engage Huna Totem. There is frequent updated news tailored for Huna Totem shareholders and a FAQ page if you need assistance working with the site. Join the many shareholders already utilizing this powerful shareholder online tool. It was made just for you!





Making Room in the Freezer for Spring Herring Eggs and Summer Berries



Blueberry Muffins

1/3 c. shortening 3/4 c. sugar 2-1/2 c. flour 1 egg, beaten 5 tsp. baking powder 1/2 tsp. salt 1-¼ c. milk 1 c. blueberries

Preheat oven to 350 degrees. Cream shortening in a bowl large enough to hold all ingredients. Add sugar and beaten egg. Mix well, then add the sifted dry ingredients, alternating the dry ingredients with the milk. Stir until well blended. Fold in blueberries. Fill greased muffin tins about three-fourths full and bake for 20 to 25 minutes.

Huna Totem shareholder and Tlingit Elder Kenneth Grant recently shared the following remembrance of his father speaking to the significance of our traditional foods and the everlasting tie to our ancestors.



"I remember my dad used to say after eating his fill of herring eggs, 'Ho ho ch'as xhach' akya

xhwaa xhaa?' Was it just me who ate this (herring eggs)? He was saying it was not just him... The ancestors ate it with him."



Education of Current and Future Generations a Top Priority

Torsten Skaflestad, David Lindstrom and Jay Erickson were recently awarded vocational education scholarships by the Huna Heritage Foundation to participate in a training course at the University of Alaska Southeast. All three men successfully earned a Master 100 Ton captain's license, an upgrade to an Operator of Uninspected Passenger Vessels (OUPV) certification, commonly called a six-pack license.

Huna Heritage is proud to support shareholders' and descendants' career development. Awards are made to Huna Totem shareholders and their descendants on behalf of Huna Totem Corporation.

If you are a shareholder or descendant seeking to further your career through university education or technical training, or know someone who is, contact Huna Heritage Foundation today



Torsten Skaflestad, David Lindstrom and Jay Erickson all earned a Master 100 Ton captain's license, with scholarship support from Huna Heritage Foundation.

to learn more about how we can help or visit our website at hunaheritage.org for more information. The application process is easy and help is available. The deadline to apply for university scholarships was May 1, however vocational and cultural assistance applications have a rolling deadline throughout the year.

Fishing Season is Upon Us! Image from the Huna Heritage Digital Archive



Fishermen would visit with each other after a day's fishing to share information. Lincoln Gordon (right) fished daily, trolling in front of Hoonah, Point Sophia, Spasski and as far out as Point Adolphus. Circa 1940s. #PH002_003_040. Visit hunaheritage.org.





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RETURN SERVICE REQUESTED



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Dates to Remember

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

June 4, 2019, Celebrity Cruises welcoming ceremony at Icy Strait Point, 2 pm

June 15, 2019, 45th Annual Meeting of Shareholders and annual election of directors, Hoonah, AK Huna Totem Corporation

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