

# Totem Times

Building A Better Community By Providing Quality Communications



## ETS Applications Open

We are delighted to announce that the Cape Fox Shareholder Tináa Trust is currently accepting applications for the Eugene Trout ... page 4



## 2025 Board Election Results

Cape Fox Corporation proudly held the 52nd Annual Meeting of Shareholders and Election of Directors on Saturday, October ... page 7



## Historical Financial Milestone

Cape Fox Corporation is proud to share a significant and historic financial achievement with our shareholders: as of ... page 7

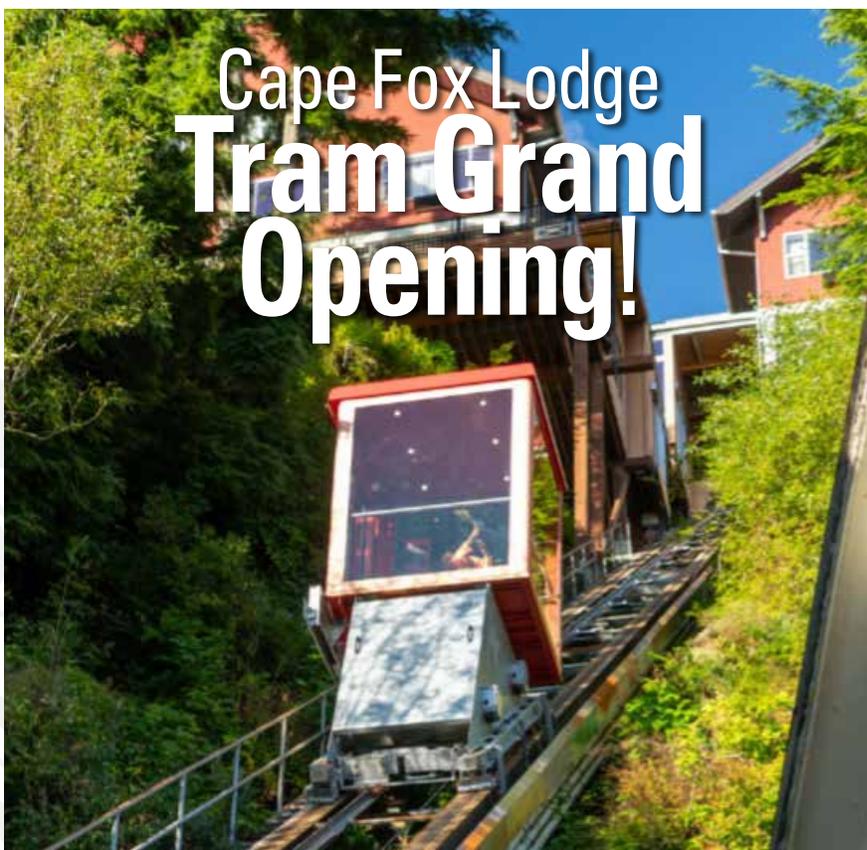
### SHAREHOLDER SPOTLIGHT

## Lisa Milne-DeWitt

The Preservation of a Language



Language serves not only as a medium of communication but also as a fundamental component of culture, reflecting and shaping a community's societal values and beliefs. In many cases, such as with the Alaska Natives of Saxman, their cultural language is endangered. A language is considered endangered when there are only a limited number of native speakers. *continued on page 4*



Cape Fox Lodge (CFL) is excited to announce that the new tram is officially open and available for guests, visitors to Ketchikan, and the Ketchikan community! CFL has devoted resources and time to ensure that the new, modernized tram, a pivotal attraction for tourists, is ready for service. *continued on page 3*



# CEO'S MESSAGE



“Together each member of the Cape Fox Team has the opportunity to come together and contribute to the success and growth of our organization.”

- Chris Luchtefeld

Greetings and Happy New Year! 2025 has been an extraordinary year for Cape Fox Corporation (CFC). The year presented the company with unique challenges and opportunities. However, CFC remains strong, steadfast, and united in its approach to success. Now that we have celebrated the year's end, we turn our attention to strategic plans for 2026. As we begin the new year, CFC activities are filled with excitement as we plan for another busy 2026 tourism season and a very competitive year for the Cape Fox Federal Contracting Group (FCG), with increased opportunities, proposals and new contracts.

First, I look at Alaska and the 2025 tourism season. The past year saw our commercial businesses step into the digital future with the launch of new websites for Cape Fox Tours (CFT) and Cape Fox Cultural Foundation (CFCF), as well as a redesign of the Cape Fox Lodge (CFL) website. We also saw growth in our sustainability practices led by CFT, which earned a Green Alaska certificate from Adventure Green Alaska. We also saw an increase in the cultural offerings through CFCF Open Workshops and a growing library of cultural videos. Finally, the year culminated with the grand re-opening of the tram at CFL.

Now I move to FCG, where we focused much of our effort on growing our capabilities with new customers and contract wins, especially in construction services. While the year presented several challenges, including agency closures and the government shutdown, FCG was able to weather these changes with new opportunities. Throughout 2025, we implemented multiple strategic initiatives to expand and grow our FCG contract services.

The Board of Directors met in December to make strategic plans and decisions as we head into 2026. In that meeting, it was projected that we would continue to strengthen our financial returns, commit to the mission and values of CFC, and strive for continued success and achievement. Already on the horizon are expanded tours for the Cape Fox Commercial Services (CFCS), increased brand promotion to attract more profitable FCG contracts, and a greater focus on the overall mission of the organization, which is to support our shareholders with unique opportunities in community development and education through CFCF.

Last year was significant for CFC, and as we approach a new business year, plans for 2026 are already underway. In conclusion, I would like to recognize the team's strength, foresight, planning, and teamwork spirit, which have contributed to CFC's reputation for growth and innovation in the industry. Collaborating closely with our Board, shareholders, and employees each day highlight how we work together towards our collective success.

I look forward to continuing the company's progress further into the future.

Respectfully!

Chris Luchtefeld  
Chief Executive Officer  
Cape Fox Corporation



## Cape Fox Lodge

# Tram Grand Opening!



*The Cape Fox Tram is a symbol of Cape Fox Lodge and the Ketchikan Tourism Industry."*

Chris Luchtefeld

On June 18, 2025, the Cape Fox Lodge (CFL) tram was certified by Alaska State Inspectors as ready for operational use. A few months later, on September 12, 2025, the community came together for a festive grand opening ceremony. The event drew an impressive crowd, including the mayors of Saxman, Ketchikan, and the Ketchikan Borough, who joined residents in celebrating this exciting addition.

The tram has become a staple of CFL since its initial installation and first operation on March 1, 1991, six months after CFL's official opening. The tram is a much-used mode of transportation for guests and visitors of CFL to access the many other shops and sights in Ketchikan. It sits between Historic Creek Street and the Lodge.

This has been a longstanding project for CFL, which involved replacing the tram cab and mechanical equipment, as well as renovating the tram landings, including the addition of a new tram stop at Eagles Nest restaurant. We would like to thank all the members of the maintenance team and staff who have devoted their time and energy to helping us install the new tram.

Chris Luchtefeld, CFC Chief Executive Officer, stated, "The Tram traverses up the side of the hill to Cape Fox Lodge and is seen by all visitors to the community. We are very excited to see the tram cruising up and down the hill and servicing Cape Fox Lodge, the Heen Kahidi restaurant, and Eagles Nest restaurant." ■

# SHAREHOLDER SPOTLIGHT

## Lisa Milne-DeWitt

### The Preservation of a Language

# *Yak' éi yee xwsateení!*

[WELCOME]

The preservation of a language relies on its transmission from parents to children. A language faces endangerment when it is no longer passed down through generations, often due to a shift towards a more dominant language driven by social and economic factors. For many Alaska Natives, there was a generation that was compelled to abandon their native language, accelerating the endangerment of Tlingit beyond what would have occurred naturally.

Preserving the Tlingit culture of our shareholders has been a priority for Cape Fox Corporation (CFC) for many years. This year, CFC sat down with Lisa Milne-DeWitt, also known by her Tlingit name, Yakdushí, to spotlight her for the 2025 Shareholder Spotlight, highlighting her work in preserving the Tlingit language and a significant part of Tlingit culture. She is of the wolf moiety from the Naanya.aayí clan.. Lisa is a Tlingit language and culture teacher. She is a Tlingit language heritage facilitator at the Ketchikan Indian Community (KIC) Education Department. Lisa did not grow up speaking Tlingit, though. She became

passionate about her language after hearing her great-grandfather speak it.

Lisa admitted that she did not grow up learning to speak Tlingit and considers it her second language. She began to show an interest in the language when she heard recordings of her great-grandfather speaking it in the 1980s. She understood that hearing him talk in Tlingit was special, and it brought her to tears as she recognized that the language revealed how her ancestors had lived on the land. To hear the language of that land gave her a sense of belonging and heritage.

Since she did not grow up learning the language, she was asked what sparked her interest in the Tlingit language at a time when it was not widely spoken among families. She said, *"I think it was learning the different ways that the Tlingit people viewed and lived in this world, took care of the land, treated each other, lived amongst each other, embodying those traditional tribal values, sense of community, the way we connect beyond the immediate family structure that we know today."*

So, how does one learn a language that is endangered? In fact, it is estimated that



there are only a little over 60 native Tlingit speakers left (CANL Biennial Report), and most are elderly. While there has been a revival of individuals wanting to learn the language, they are often left to various other resources. Yakdushí got interested in learning the language when she attended the University of Alaska Southeast and saw a Tlingit language course being offered. That was her first real introduction to the language where she learned the structure and depth and not just a few words or phrases with teacher, Kaakal.áat Florence Sheakley. There are many tools and resources out there to learn the language, though and she utilized everything she could to do that. When Yakdushí started with KIC in their education department, she utilized every resource she could find to help her learn, such as, taking university classes again with Dr. X'unei Lance Twitchell, finding other teachers like Lgeik'i Heather Mills, along with a few others along the way. Having books, recordings, and fellow Tlingit language enthusiasts and study groups, and then practicing, which grew her Tlingit language skills greatly.

The English language has evolved into a world language with a flexible grammar system. When someone learns English, they typically start by learning the 26 letters of the alphabet and each sound. Like English, Tlingit is a phonetic language, but it has 50 sounds, almost double as English, and each has its own distinct sound. You cannot combine any sound to make a whole other sound to start forming words and phrases. In fact, four of the 50 sounds are not found in any other language in the entire world.

Tlingit is also an oral language. The language did not become a written language until 1962, when linguists started to study and record the language. As a result, the orthographies, or spellings, have changed over time. The 50 sounds are still evolving in written form. There is not an established orthography for one Tlingit

language because there are many other dialects, which also means the grammar of each dialect can be different. In the Ketchikan area, there are three, the southern dialect (aka Saanya Dialect), the Sanya dialect and the Taant'a dialect – the Taant'a dialect is distinct and there are no more birth speakers or individuals who speak Tlingit as their first language. That is why holding onto the resources is so important.

As most understand, the most effective way to learn a language is to immerse yourself in it. Unfortunately, with Tlingit, the immersion style is very rare and a special opportunity. So, even if you can identify grammar or nuances, having a community to speak the language is likely the best way to progress your learning of Tlingit. At the same time, another component is building up your skills to feel confident. Often, when trying to learn Tlingit, which should be our native language and culture, we may feel guilty or negative feelings for not knowing it. As Lisa says, "Always be open to learning. Be confident enough to be a learner." After you do that, you will realize that you are transitioning from being a learner to having a Tlingit way of thinking, or Lingít Tundatáani.

In Lisa's classroom, she teaches both language and culture. She will teach her kids words and phrases, and then discuss cultural components, such as social structures or the history of the Tlingit language. Lisa likes to use an applied teaching method. She does not want anyone to rely on books to learn about language and culture. She prefers a more dynamic approach with group discussions, shared experiences, and anecdotes.

*"One of the reasons I love the language and the culture of Tlingit is that the language has so much more meaning and depth. The language has the words for just what you feel, want, or need. One of my favorite phrases is "i tóo yèi yatee." Or It is within you. And one of my favorite is yakgwahéiyagu*

*continued on next page*

# 2026-2027 Eugene Trout Scholarship Applications Open

We are delighted to announce that the Cape Fox Shareholder Tináa Trust is currently accepting applications for the Eugene Trout Scholarship for the 2026-2027 Academic Year!

## APPLICATION DEADLINE

March 31, 2026

## VOC-TECH APPLICATION DEADLINE

March 31, 2026, & August 15, 2026

Go to [CapeFoxCorp.com/shareholders/eugene-trout](https://CapeFoxCorp.com/shareholders/eugene-trout)

to access and download the application.

You can also request that an application be sent to you via email, fax, or USPS by calling the CFC Saxman Office at

**907.225.5163**, extension **427**.

Please submit your application to:

**Cape Fox Shareholder Tináa Trust**

**P.O. Box 23149**

**Ketchikan, Alaska 99901**

Please direct any questions to CFC

Shareholder Services at –

Phone: **907.225.5163**

Fax: **907.225.3137**

or Email:

**ShareholderServices@CapeFoxCorp.com**





# Historic Financial Milestone

## Cape Fox Corporation Eliminates All Long-Term Debt

Cape Fox Corporation (CFC) is proud to share a significant and historic financial achievement with our shareholders: as of the end of 2025, CFC has fully paid off all long-term debt (LTD). This marks the first time in decades that CFC is operating without any long-term debt on its balance sheet and represents a major milestone in strengthening CFC's financial foundation for the future.

LTD refers to any debt with a maturity of more than one year and is classified as a non-current liability. Eliminating this obligation is a direct result of disciplined financial management, strong operational performance, and strategic decisions made over several years to position CFC for long-term stability and growth.

### **Paying Off All Long-Term Debt Fundamentally Changes CFC's Financial Position**

It frees up cash flow previously dedicated to principal and interest payments, reduces financial risk, improves creditworthiness, and significantly enhances CFC's flexibility to invest in future opportunities. This achievement strengthens CFC's independence from lender requirements and places CFC in a far more resilient position to withstand economic cycles and industry fluctuations.

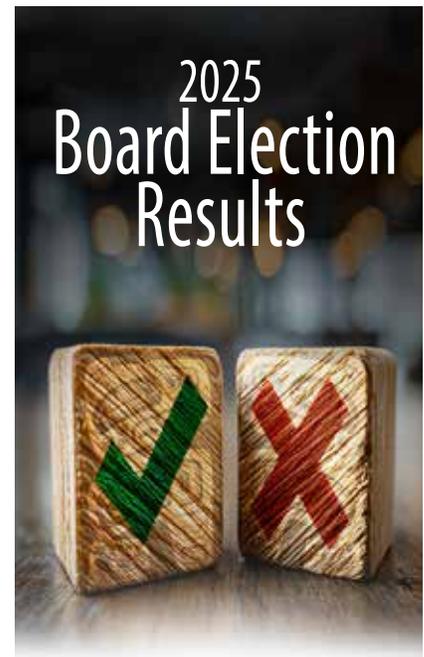
### **What This Means for Our Shareholders**

This milestone puts CFC on exceptionally strong financial footing. With LTD eliminated, CFC is better positioned to:

- Better support shareholders and communities
- Improve long-term profitability and sustainability
- Invest in new and existing business assets
- Expand and diversify our portfolio
- Strengthen our market position and brand

In short, **the elimination of LTD is not just a financial achievement – it is a strategic turning point for CFC.** It provides a solid platform for disciplined growth, increased resilience, and long-term value for our shareholders.

CFC management and the Board of Directors remain committed to prudent financial stewardship and to building a strong, durable organization that will serve our shareholders well for generations to come. ■



Cape Fox Corporation (CFC) proudly held the 52nd Annual Meeting of Shareholders and Election of Directors on Saturday, October 25, 2025. The event was a remarkable success, bringing shareholders together for an engaging in-person experience.

During the meeting, CFC shared updates about our growth and exciting plans. CFC also held its annual election. We are excited to announce the election results:

#### **President**

Clifford Blair

#### **Vice President**

Tom Harris

#### **Chairman**

Charles Denny

#### **Vice Chairman**

Frank Seludo

#### **Secretary/Treasurer**

Candace Williams

#### **Vice Secretary/Vice Treasurer**

Crystal Blair

#### **Director**

Bryan Perez

#### **Director**

Michael Dewitt

#### **Director**

Carolyn Heersema

**CapeFoxCorp.com**



# CAPE FOX COMMERCIAL SERVICES HIGHLIGHTS

**Tourism Season 2025 ended on October 19, when the last cruise ship left Ward Cove, but Cape Fox Corporation is taking a look back at all the highlights.**



## CAPE FOX LODGE

Cape Fox Lodge (CFL) saw several celebrations and changes during the 2025 tourism season:

- Three Maker's Market Events - March, May, November
- Two Comedy Shows – Jessica Michelle Singleton and Brooks Wheelan headlined but each show included two performers
- Three Sip and Paints - Moderated by Spencer, a Heen Kahidi employee
- Three reservations-only special tasting events - One spirits and two wine events
- Updated menus for Heen Kahidi and Eagles Nest, which saw lower prices and brought back more local favorites
- CFL and its restaurants transitioned to Toast for its Point-of-Sale (POS) functions, enabling guests to pay at the table
- Food delivery is now offered at Eagles Nest, delivering as far as Walmart to Saxman



*One of the popular 2025 Fall "Sip and Paint" events, hosted at Cape Fox Lodge.*

## CAPE FOX TOURS

Cape Fox Tours (CFT) is currently working on its sustainability efforts for the next 2026 tourism season. One commitment will be the use of green products and a zero-plastic policy in Saxman.

The newest tour, *"From Scratch: AK Sourdough History and Brick-Oven Pizza Making,"* has been approved by several cruise lines to add to CFT's tour program for the 2026 season.

The new CFT website has won awards this year and is contributing significantly to CFT's sales growth.

## EAGLES NEST

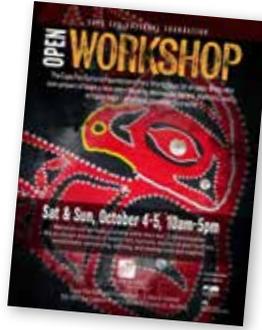
Eagles Nest is still making the best pizzas in Southeast Alaska, and now you can get them delivered. Eagles Nest will make fresh-made pizza, subs, and appetizers at the restaurant and bring the delicious offerings right to your home. **Delivery hours are 11AM to 9PM.** Call Eagles Nest at **907.331.3887** to place your order today. Check out the Cape Fox Lodge website and Eagles Nest page to view the full menu: [capefoxlodge.com/the-eagles-nest/](http://capefoxlodge.com/the-eagles-nest/).

## 108 TAPHOUSE AND BURGER BAR

108 Taphouse and Burger Bar (108) has become a community staple for good food, good music, and good atmosphere. Now that tourism season is over for 2025, 108 transitioned to its fall and winter hours, which means they are closed Monday and Tuesday until Spring.

## CAPE FOX CULTURAL FOUNDATION

Cape Fox Cultural Foundation (CFCF) continues to offer workshops for the community to advance and learn traditional Tlingit crafts and techniques. These "Open Workshops" are made possible by a grant from the Rasmuson Foundation for furnishings, health, and safety supplies, as well as funding from the Alaska Council on the Arts, which provided support for materials and supplies. These workshops are open, so attendees can bring their beading, moccasins, aprons, and blanket projects. This is an opportunity for attendees to share their knowledge and techniques. Check out the CFCF Facebook page for updates and news on upcoming workshop dates.



Last year's Maker's Market was a huge success. The event was held November 29th and 30th. On Saturday, the 29th, CFCF held a silent auction and sold baskets with homemade Tlingit art and wares inside each. CFCF also sold cotton candy as a fundraiser during the event which raised over \$2K. All proceeds went to support the educational and resources available to CFCF.

December was a time for philanthropic feelings. But, anyone can give to CFCF all year long by visiting the website and donating online. Go to [capefox-cf.org](http://capefox-cf.org) to give today. Your donation has a direct impact, and every dollar supports CFCF in providing educational experiences to the public while helping to preserve and support the heritage, culture, and future of the Cape Fox Tlingits. Your financial gift allows more Tlingit culture to be showcased to the world. You can also shop at local Cape Fox Commercial Services businesses and round up your total purchase as a donation.

## THE VILLAGE STORE

The Village Store switched its Point-Of-Sale (POS) system from Clover to Toast. Once that happened, all inventory was transitioned to the new POS system, which is now complete. The Village store is looking to develop an online store in the near future. The Village Store will be open by request throughout the off-season.

## PHILANTHROPY

CFCF donated and fundraised for several organizations throughout the year, including:

- Ketchikan Visitors Bureau – donated two tickets for tour experiences (\$86.00 value)
- Kayhi Traveling Scholars - fundraised \$250.00
- Ketchikan Dribblers League – fundraised \$385.00
- Ketchikan High School Class of 2026 – donated soda for Senior Carnival (\$300.00 value)
- City of Saxman and Salvation Army – donated jackets for care packages to the homeless shelter (\$330.00 value) ■

# RU

## Round Up SUPPORT for CFCF

In October 2025, Cape Fox Cultural Foundation (CFCF) with the assistance of Toast, which is the Lodge and restaurants Point-of-Sale system, started a **Round Up** campaign. When checking out at any Cape Fox Corporation (CFC) commercial business, the patron is given the option to round up the total of their bill. This small donation helps CFCF provide education and cultural services to the public in order to support and preserve the Tlingit heritage, culture, and future.

While this program started at the end of tourism season 2025, it has been a tremendous success so far. After the first week in use, \$61.34 was raised and in the month of October, a total of \$237.64 was raised. In November, 108 Taphouse and Burger Bar was added to the list of businesses that will utilize the Round Up campaign.

This is an exceptional program that is expected to yield high-dollar results during the tourism season this year. If you visit any of the CFC commercial businesses, please consider rounding up your total to donate to CFCF.

You can make online donations by going to [bit.ly/CapeFoxCFDonations](http://bit.ly/CapeFoxCFDonations), or simply scan the QR code below.





# CAPE FOX FEDERAL CONTRACTING GROUP HIGHLIGHTS

The 2025 fourth quarter was a busy and rewarding period for Cape Fox Federal Contracting Group. The end of the year proved to be strong and productive with multiple contract and task order wins, while continuing to build significant pipelines for the 2026 year.

## Concentric Methods (CM)

This quarter, CM strengthened its portfolio with two significant contract wins that expand our healthcare and occupational health support across federal agencies.

### Medical Q Coded Services (TOPR #17007): Radiation Medical Therapy Physicist Services

CM was awarded Radiation Medical Therapy Physicist Services under the Medical Q-Coded Services contract. This award reinforces our continuing success in providing highly specialized medical professionals to federal partners.



### U.S. Citizenship and Immigration Services: Occupational Health Services

We were also selected to provide Occupational Health Services for U.S. Citizenship and Immigration Services. This contract further demonstrates our expertise in delivering comprehensive occupational health solutions that promote employee safety, readiness, and wellness.

## Eagle Health (EH)

EH delivered another strong quarter with multiple competitive wins from diverse federal customers, reflecting continued growth and sustaining trust in our capabilities.

### Defense Counterintelligence and Security Agency (DCSA): Occupational Health Services

EH secured an award to support DCSA with comprehensive occupational health services. This win highlights our proven ability to support high-security environments with clinical precision and operational excellence.



### General Services Administration (GSA): Concessions Specialist Support Services

We were also awarded Concessions Specialist Support Services for the GSA. This project expands our administrative and professional services footprint within the federal government.

### Department of Transportation (DOT): Occupational Health Services

EH continues its growth in occupational health with a new award from the DOT. This contract underscores our strength in serving nationwide federal workforces with responsive and reliable health services.



## Cape Fox Endeavor (CFE)

### Environmental Protection Agency (EPA)

In September, CFE won a contract with the EPA to provide occupational health services to its employees. This is the most significant contract win in CFE's young history.

### CAPE FOX FACILITIES SERVICES (CFFS)

#### Rocky Mountain Laboratories (RML)

RML, a National Institutes of Health (NIH) state-of-the-art research facility of the National Institute of Allergy and Infectious Diseases (NIAID), awarded CFFS a bridge contract and option period through December 29, 2025. This Security contract added approximately \$2M in revenue to CFFS.

### NAVAR

#### Department of Transportation (DOT)

NAVAR was awarded another one-year task order in September to provide Event Support to the DOT, Federal Transit Administration Office of Communications and Congressional Affairs. This new award will be in effect through September 2026. ■



### Employee Outreach: Health and Wellness

Our quarterly wellness initiatives continued to focus on supporting the health, balance, and resilience of our workforce. This quarter's outreach included:

#### October 1, 2025: Breast Cancer Awareness

An educational webinar centered on awareness, screening, risk reduction, and support resources, emphasizing the importance of early detection.

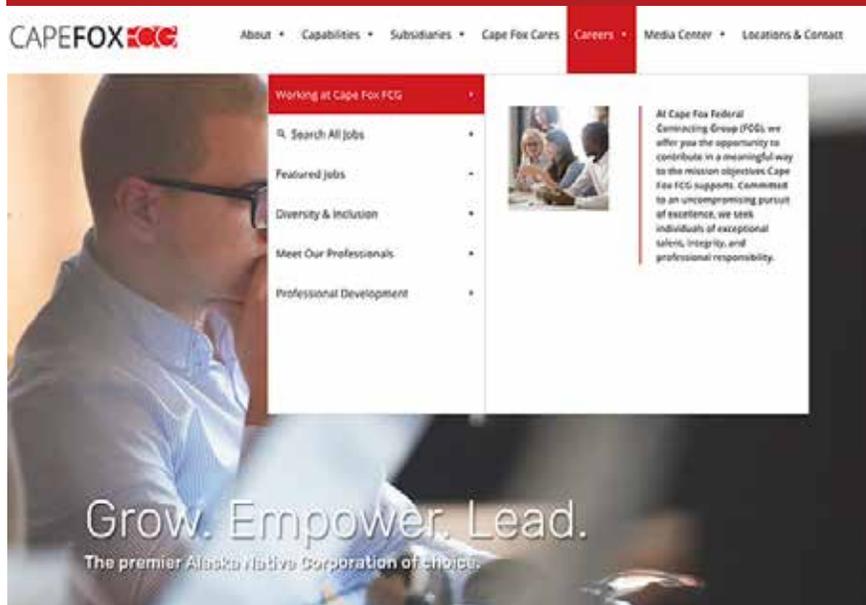
#### November 5, 2025: Holiday Survival Guide

A timely session designed to help employees navigate seasonal stressors with confidence, offering practical strategies for maintaining well-being throughout the holidays.

#### December 3, 2025: Take Control of Your Finances

A webinar designed to learn practical tips for budgeting, saving, and managing debt to build a more secure and stress-free financial life.

## Work for a Company that Cares



[CapeFoxFCG.com/careers/](https://CapeFoxFCG.com/careers/)



Cape Fox Corporation  
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Ketchikan, AK 99901

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Ketchikan, AK 99901  
907.225.8001

### Cape Fox Cultural Foundation

165 Dog Salmon Lane  
Ketchikan, AK 99901  
CapeFox-CF.org

### Cape Fox Tours

620 Dock Street  
Ketchikan, AK 99901  
907.225.4846

### 108 Tap House and Burger Bar

108 Main St  
Ketchikan, AK 99901  
907.225.1080

### The Eagles Nest

800 Venetia Ave  
Ketchikan, AK 99901  
907.225.8140

### Village Store

(Main Location)  
2711 Killer Whale Ave  
Ketchikan, AK 99901  
907.225.4421

## CFC Mission

It is the mission of CFC to grow and maintain a strong financial foundation by profitably managing financial and land resources to provide immediate and long-term economic, education, and cultural benefits for shareholders.

## 2026 Upcoming Events

- **February 16th – President’s Day**  
*CFC Chantilly and Saxman offices closed*
- **March 5th – 6th – Q1 Regular CFC Board of Directors Meeting**  
*Cape Fox Federal Contracting Group, Tongass Board Room @ 8:30 a.m. EST  
14360 Newbrook Drive, Suite 200, Chantilly, VA 20151*
- **March 6th – Q1 Regular CFSTT Board of Trustees Meeting**  
*Cape Fox Federal Contracting Group, Tongass Board Room @ 8:30 a.m. EST  
14360 Newbrook Drive, Suite 200, Chantilly, VA 20151*
- **March 6th – Q1 Regular CFCF Board of Directors Meeting**  
*Cape Fox Federal Contracting Group, Tongass Board Room @ 8:30 a.m. EST  
14360 Newbrook Drive, Suite 200, Chantilly, VA 20151*
- **March 27th – Special CFC Board of Directors Meeting**  
*Richard Shields, Sr. Office, Tlingit Board Room @ 6:00 p.m. AKST  
165 Dog Salmon Ln, Saxman, AK 99901*
- **March 27th – Special CFSTT Board of Trustees Meeting**  
*Richard Shields, Sr. Office, Tlingit Board Room @ 6:30 p.m. AKST  
165 Dog Salmon Ln, Saxman, AK 99901*
- **March 27th – Special CFCF Board of Directors Meeting**  
*Richard Shields, Sr. Office, Tlingit Board Room @ 6:45 p.m. AKST  
165 Dog Salmon Ln, Saxman, AK 99901*
- **March 31st – 2026-2027 Eugene Trout Scholarship Application Period Closed**  
*Application deadline @ 5:00 p.m. AKST*

**NOTE:** All dates, times, and venues are subject to change.