



3075 Vintage Blvd., Suite 200, Juneau, Alaska 99801-7109 (907) 790-4990 Fax (907) 790-4999

December 30, 2014

Ms Kimberly A. Kiefer, City Manager  
City/Borough of Juneau  
155 S Seward Street  
Juneau, Alaska 99801

RE: Marine Passenger Fee Grants

Dear Ms. Keifer:

The Seadrome Marina is an important contributor to Juneau's downtown waterfront activity. Catering directly to the small cruise ship market and private yachts, Seadrome is instrumental in inviting them to Juneau and serving their needs in the heart of downtown. In 2014, Seadrome Marina provided 277 docking days of moorage for Juneau's small ship market. This included the availability of shore power, potable water, trash disposal, recycling, pump-outs, and dock side re-fueling. Through the Goldbelt Hotel directly across from the marina, we assisted with hospitality space, and information on visitor attractions. Goldbelt's wide range of services makes Seadrome a desirable location for the private yachts and small cruisers that Juneau is motivated to attract. These visitors spend more money per person on shopping, attractions, and dining than the large ship traveler. They also utilize sleeping rooms as many of them either embark on, or disembark from, their tour in Juneau.

Goldbelt has provided small boat moorage since 1996 and we are increasingly occupied each summer. As one of only two facilities that accommodates vessels ranging from 50-250 feet in length, it is important that we maintain an image and appearance that is inviting to Juneau's visitors. The estimate for repairing the existing ramp is \$140,000. This includes removing it from the marina, barging it to Hoonah, sandblasting, paint, and reinstallation. The work will likely need to be repeated in three to five years.


In an effort to continue to provide an appealing, safe, and reliable facility for this important segment of the cruise industry, we request consideration for the following capital improvement and operating equipment to receive funding from the Marine Passenger Fee Program at the Seadrome.

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CBJ Manager's Office

- Purchase and shipping of a 6' x 120' aluminum ramp, live load capacity 85 psf, ADA compliant, pultruded grating, Sunbrella awning, installation, and freight charges @ **\$160,000**
- Removal of existing steel ramp and installation of new gangway, including pick-up at barge and delivery to Seadrome Marina, removal and re-installation of potable water lines, pump-out lines, and electrical service, cleaning and spray galvanizing of floating hinge-plate @ **\$70,000**
- 20 x 20 frame tent with windows, baseplates for dock mounting, and 3-sidewalls to be used as a guest staging area, not including freight @ **\$8,000**
  
- **TOTAL GRANT REQUEST: \$238,000**

If you have any questions or require additional information, please do not hesitate to contact me. Thank you for your consideration.

  
Joann Flora  
Director of Tourism Marketing

Goldbelt, Inc.  
Seadrome Marina Manager