



Lost in Alaska Adventures, LLC  
1016 Edwin Place  
Juneau, AK 99801


Members of the Visitor Industry Task Force,

Please allow me to introduce myself...I am Capt. Kevin Burchfield...owner and operator of Lost in Alaska Adventures, LLC...we do charter fishing and whale watching in the Juneau area and we are about to start our 15<sup>th</sup> season! I am also the president of the Juneau Charter Boat Operators Association...representing 14 local fishing and whale watching operators. We are mostly comprised of small, 1 or 2 boat boutique operators. These are Family Businesses...operated for the most part by folks that live full time in Juneau.

We all share a passion for the amazing Juneau area and since we live here, we strive to operate in a sustainable fashion. We are very aware of the possible impacts our industry could have on the community and we work closely with TBMP to make any needed adjustments when necessary. We take this very seriously! Being responsible business operators goes hand in hand with being good stewards and finding success!

The TBMP platform does indeed work for Juneau! It has truly become a model of how an industry can manage growth and maintain sustainability and keep things in check. It has become such an example that it is being cloned and TBMP entities are being established in several other cities all over the world! Of course, no organization is perfect but are striving and working as an industry to reduce our impacts.

My business and the businesses I represent contribute greatly to the community. Tourism provides great jobs and opportunity that would not exist in our area otherwise. We collect sales taxes, pay our mortgages, buy groceries, pay utilities, deposit revenue in our banks which our banks can then loan out to non-tourism borrowers for mortgages or to buy cars or to grow their own businesses, we buy fuel and tackle and food and drink for our guests all at local establishments, sometimes our guests stay locally in hotels or B+B's and rent cars and eat at restaurants, we employ mechanics and technicians and drivers and the list could go on and on! You see...tourism really does work for Juneau!



There is another very important concern we must address...State jobs are leaving Juneau at a breakneck pace! Capital Crawl is no more...its more like Capital Sprint! The Empire reported that about 300 jobs have been lost in our area since the current administration has come into power! At that rate of loss, it won't take long for Juneau to lose most of its State jobs altogether! These are facts that we must face. At this point the only true growth industry is tourism. Tourism can be the source that replaces those jobs and it can be the driver for job growth in the future!

If we want to continue to enjoy the amenities that we already have and all the new amenities that may come, we need to embrace tourism! The sales taxes collected from the visitor industry really do fuel our City government and help maintain so many of our essential services. But that is not all...many of the local stores that we have...year-round operations...could not exist without the revenue from the visitor industry.

In closing...tourism really does work for Juneau! Tourism is the future of Juneau! Tourism will afford our families and our children the opportunity to live, love, and thrive in this amazing place.

Best Fishes!

Capt. Kevin Burchfield

Owner of Lost in Alaska Adventures, LLC

President

Juneau Charter Boat Operators Association