

15MAY2019

To: Mayor and Assembly members

I wanted to give you all a brief report on the cruise I took part in at the end of last month. As you are aware, I was invited to attend the inaugural voyage of the Norwegian Joy sailing from Vancouver, BC to Los Angeles, CA. This invitation was tendered by Sandra Weir, VP Destination Development & Government Relations for Norwegian Cruise Line Holdings Ltd. Mrs. Weir visited Skagway this past January and met with me and acting manager Deach. NCL was trying to get representatives from Skagway, Juneau, Ketchikan, and Icy Strait Point together on this cruise to talk about regional issues with the industry. I believe they wanted to show off their new vessel as well. As we had no Mayor or Manager at the time, they settled for a Port Commissioner.

Unfortunately, Juneau did not send any representation. I did meet with the Mayor and City Manager of Ketchikan as well as a couple of representatives from Icy Strait Point. Sandi Weir hosted dinner on Friday evening, in attendance were my wife Tammy, myself, John Binkley president of CLIA Alaska, and Sonia Hendrick a lobbyist and consultant currently living in the Anchorage area.

On Saturday, we attended a lunch hosted by Norwegian Cruise line for the Alaska delegation. We had a nice discussion with the Mayor and City Manager of Ketchikan regarding Port issues, impact, infrastructure, etc. Also, at our table was Alicia Cuervo, VP Construction for NCL. Ms. Cuervo has a lot of experience in marine construction and port infrastructure. Her expertise is quite comprehensive including RFP, design and engineering, and project management and construction.

We attended a panel discussion of Alaskan business leaders showcasing the Alaska experience for the cruising public. It was quite interesting and Norwegian is marketing the Alaska cruise experience.

We also attended a presentation by Icy Strait Point on their operation. They have quite a product offering and know how to market it. They also are expanding with another dock project to complement their existing infrastructure. Icy Strait is a competitor in the Southeast Alaska cruise market and could easily become marquee destination along with Skagway, Juneau, and Ketchikan.

On Sunday we were invited to an Environmental Presentation and Tour. NCL has an advanced environmental policy and their wastewater treatment facilities are very advanced. The recycling program and goals for the future are commendable.

I met with Colin Murphy of Global Ports Holding. They were the main contender for the purchase of White Pass and thought that they had the winning bid right up until the 11<sup>th</sup> hour. GPH is still very interested in the Port of Skagway and I believe they have a lot to offer. They did a lot of research and due diligence regarding the attempted White Pass purchase and are very familiar with our port, region and community.

On Sunday evening we had dinner with Ketchikan Mayor, Bob Sivertsen and his wife Terry, in addition to Tyler Hickman, Vice President of Operations for Icy Strait Point and his wife, Colleen. We discussed the cruise industry in Southeast Alaska. The next day we arrived in Los Angeles and departed the vessel.

The Norwegian Joy is a state-of-the-art cruise ship with all the amenities and delivers a great product. My wife and I have never been on a cruise before, so I don't have anything to compare it to. I was quite impressed with the logistics and NCLs ability to move a massive amount of people in a very efficient manner.

In conclusion, there is a lot of interest in the Port of Skagway by the industry. They want to continue calling on Skagway and are eager to help improve the port and the experience. Skagway is a critical port of call in a global multi-billion-dollar industry. We need to make some key decisions regarding the future of the port. I appreciate the support of the Assembly. I know you have a lot of work ahead and some weighty decisions to make. I am at your disposal for any assistance I can offer.

Tom Cochran

Chairman, Skagway Port Commission