



741 Boston Post Road, Suite 200, Guilford, CT 06437 • (203) 453-6800

August 21, 2024

Ms. Glo Wollen  
12 South Nordic Drive  
PO Box 329  
Petersburg, AK 99833

Dear Ms. Wollen:

We enjoyed meeting you and your team in Petersburg team last week. American Cruise Lines is proud to have Petersburg as a port of call and we appreciate all your support for small ships like ours.

As we prepare to bring a second ship to Alaska in 2025 and make plans for additional ships over the next five years, we would like to partner with Petersburg on building a small cruise dock that can comfortably serve guests who arrive in Petersburg. We would be glad to partner with the Borough in executing your vision for a floating extension on the Borough's dock, roughly as shown on the attached sketch from our meeting.

American Cruise Lines would build and fund this dock in partnership with the Borough. To move the project along expeditiously, we are willing to fund the entire project and would begin engineering and permitting immediately. This would be in exchange for a sixty-year lease consistent with the Borough's standard practices and the right to manage the new dock.

At any time prior to the completion of construction, the Borough would have the right (but not the obligation) to contribute 50% or 80% of the cost of the project in exchange for the rights listed in the table attached. Similarly, at any point prior to the commencement of construction, if we determine that the cost of the project is prohibitively high, we would not be obligated to build.

We believe that this concept is the most viable path to have the dock operational by the summer of 2027. We would be very glad to discuss this proposal with you further and present it to the Borough Assembly in September.

In the meantime, thank you for your support of small ships and for American Cruise Lines. We look forward to working with Petersburg for years to come.

Regards,

Charles B. Robertson  
President & CEO

Paul E. Taiclet  
Executive Vice President

Investment Concepts:

	Scenario 1 (Initial)	Scenario 2	Scenario 3
American Investment	100%	50%	80%
Port Investment	0%	50%	20%

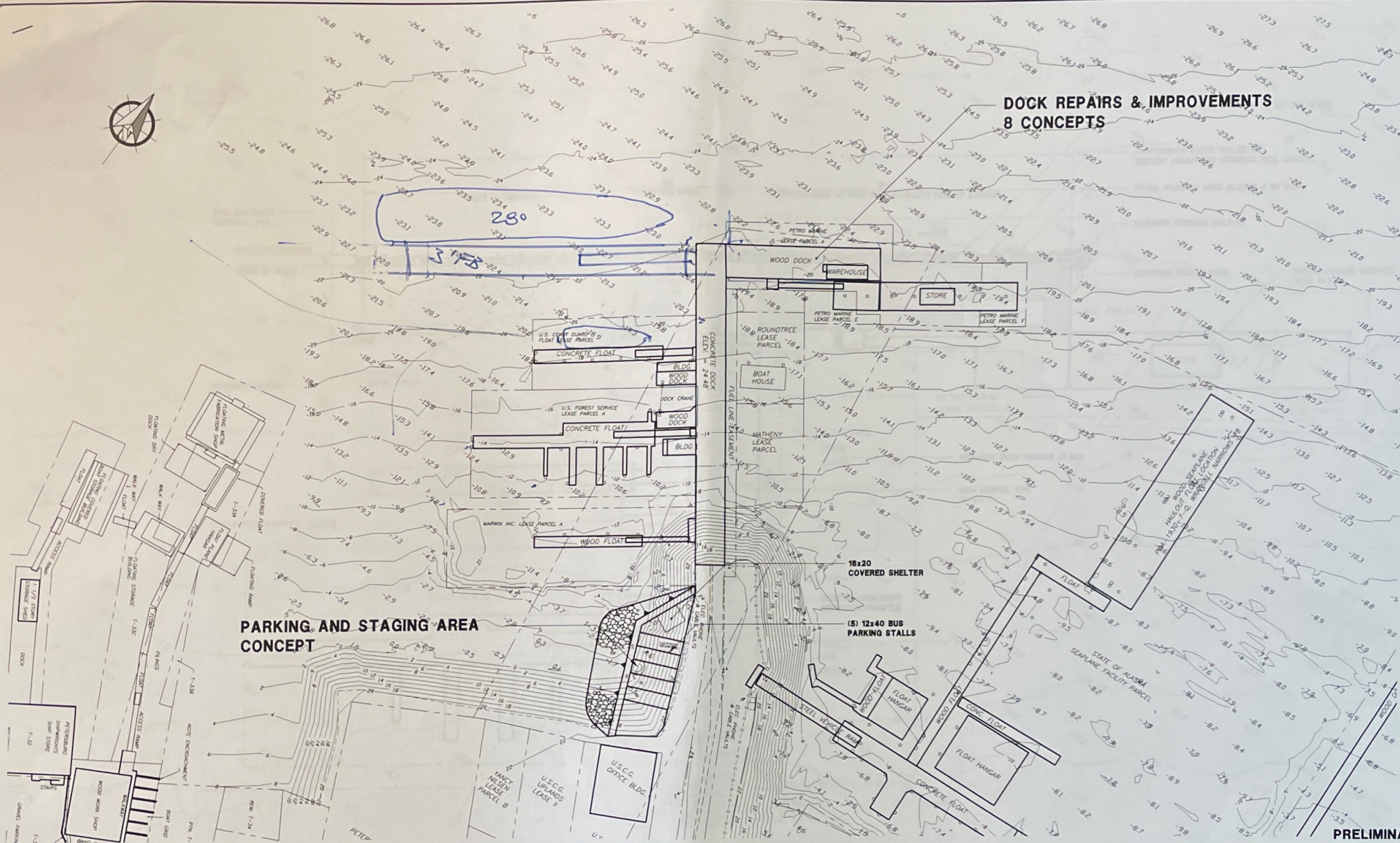
Annual Fixed Rent	\$1,000	\$10,000	\$25,000
Passenger Fee	\$2.00	\$3.00	\$5.00

Schedule Manager	American	American	Port
American Cruise Lines' Priority	Unlimited	First priority and force majeure rights	First priority and force majeure rights
3rd Party Rights	3rd Party use at American's discretion. American schedules 3rd Parties, sets fee and terms.	3rd Party fee and terms mutually agreed annually between Port and American.	3rd Party fee determined by Port, but guaranteed to be a competitive rate (i.e. no free lunch for our competitors).
3rd Party Revenue	100% to American less \$2.00 per passenger paid to Port	Revenue split 50/50	100% to Port less \$2.00 per passenger paid to American





# DOCK REPAIRS & IMPROVEMENTS 8 CONCEPTS



PRELIMINARY

### REVISIONS

REV	DATE	DESCRIPTION	DWN	CKD	APP

**PND**  
ENGINEERS, INC.

9360 Glacier Hwy, Ste. 100  
Juneau, Alaska 99801  
Phone: 907-586-2993  
Fax: 907-586-2999  
www.pnd-anc.com

DESIGN: CRS CHECKED: PJD SCALE: SCALE IN FEET  
DRAWN: PJD APPROVED: CRS 0 40 80 FT.



**CITY OF PETERSBURG  
PASSENGER TOUR SHIP  
BERTHING FACILITY IMPROVEMENTS**

SHEET TITLE: **SCOPING STUDY  
EXISTING SITE CONDITIONS  
W/ PROPOSED BUS STAGING AREA**

PND PROJECT NO. 082059.01 DWG. FILE

DATE: 11/15/08

**1**  
SHEET  
1 OF 9