

Sara Peterson

From: Mim McConnell <assemblymcconnell@cityofsitka.com>
Sent: Thursday, January 31, 2013 5:48 PM
To: Chris McGraw; assembly@cityofsitka.com
Cc: Christine McGraw; chuck@halibutpointmarine.com
Subject: RE: Cruise Shipping Miami

Hi Chris,

Thank you for bringing this to the Assembly's attention and sorry for the delay in responding to your email. I've been trying to find out when I'll be traveling to Washington, DC for lobbying Congress. I still don't have the answer but am working on it.

Pete and I have talked about this trip and we're both interested in attending. I saw Thor today and he also mentioned that he had responded to your email stating an interest in attending. I'll place this on the Assembly agenda as a discussion item at the next Assembly meeting, Feb. 12th.

Best wishes,

Mim

Mim McConnell, Mayor

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From: Chris McGraw [chris@halibutpointmarine.com]
Sent: Monday, January 28, 2013 11:53 AM
To: assembly@cityofsitka.com
Cc: Christine McGraw; chuck@halibutpointmarine.com
Subject: Cruise Shipping Miami

Dear Madam Mayor and Assembly,

The Cruise Shipping Miami expo will be held again in Miami March 11-15. Pete Esquiro was able to attend last and in our opinion had a significant effect on the various cruise line executives he met with. Pete represented the City & Borough of Sitka very well. Halibut Point Marine Services will again be exhibiting at the expo this year for the purpose of

promoting Sitka to the cruise industry. We believe it would be beneficial for the City to send a representative to Miami in order to help attract new ships to Sitka in the coming years. The Cruise Shipping Miami event is the one event where all of the executives from the various cruise lines are available to visit with and encourage them to include Sitka as one of their destinations.

Respectfully,

Chris McGraw
Halibut Point Marine Services

February 6, 2013

MEMO TO: Jim Dinley, Municipal Administrator
Mayor and Assembly

FROM: Marlene Campbell,  Government Relations Director

SUBJECT: Miami Cruise Ship Expo

I was asked to get more information about the timing and costs of the upcoming Miami Cruise Ship Trade Show held annually in Miami, Florida. Tonia Rioux, Executive Director of Sitka Convention and Visitors Bureau, was very helpful in providing the following information, as was Chris McGraw's e-mail to the Assembly.

He wrote: "The Cruise Shipping Miami expo will be held again in Miami March 11-15. Pete Esquiro was able to attend last and in our opinion had a significant effect on the various cruise line executives he met with. Pete represented the City and Borough of Sitka very well. Halibut Point Marine Services will again be exhibiting at the expo this year for the purpose of promoting Sitka to the cruise industry. We believe it would be beneficial for the City to send a representative to Miami in order to help attract new ships to Sitka in the coming years. The Cruise Shipping Miami event is the one event where all of the executives from the various cruise lines are available to visit with and encourage them to include Sitka as one of their destinations."

Sitka participants planning to attend this expo are Tonia Rioux, Chris McGraw and wife, and Linda Speerstra and Angela McGraw of the Russian Dancers. Others may also be going. The Sitka booth they will be manning is close to the State of Alaska booth.

The show opens Tuesday, March 12 and runs through Thursday, March 14. There are also educational sessions which could start on Monday, March 11. It is best to attend all three days and evenings, since there are evening receptions and other activities.

Costs for the trip are estimated at a minimum of \$1,200 for airfare, \$100 for badge, \$500 to \$800 to register for educational sessions on cruise ship interests, \$500 for per diem and taxis, and around \$1,500 for lodging (hotels start at around \$325 per night if available). Total cost is estimated between \$3,500 to \$4,000 per person. For more information, check the Cruise Shipping Miami website: www.cruiseshippingevents.com.