



Haines Borough Planning Commission Regular Meeting Agenda

COMMISSIONERS:

ROB GOLDBERG, CHAIR
DANIEL GONCE, VICE-CHAIR
ROBERT VENABLES
HEATHER LENDE
ANDY HEDDEN
DON TURNER III
LEE HEINMILLER

Thursday, February 13, 2014 - 6:30 p.m.

Assembly Chambers, 213 Haines Hwy.

1. CALL TO ORDER / PLEDGE TO THE FLAG
2. ROLL CALL
3. APPROVAL OF AGENDA
4. APPROVAL OF MINUTES: January 9, 2014
5. PUBLIC COMMENTS [Items not scheduled for public hearing]
6. CHAIRMAN'S REPORT
7. STAFF REPORT
 - A. Planning & Zoning Report
8. PUBLIC HEARINGS:
 - A. **Scott Sundberg – Heliport Conditional Use Proposal – Action Item:** Property owner Sundberg has requested for the Planning Commission to approve a conditional use permit to allow the installation of a helipad. **Possible motion:** Approve Sundberg conditional use proposal.
9. UNFINISHED BUSINESS: None
10. NEW BUSINESS:
 - A. Historic District/Building Review: None
 - B. Haines Borough Code Amendments: None
 - C. Project Updates: None
 - D. Other New Business:
 1. **Classification of Borough Lands for Sale – Discussion Item:** The Borough Assembly requested the Planning Commission identify some of the Borough lands that may be considered to classify for sale.
 2. **Possible Identifying of a Motorized Park within Townsite Service Area – Discussion Item:** The Borough Assembly requested the Planning Commission identify areas within the Townsite of suitable size and terrain for designation as a Motorized Park.
11. COMMISSION COMMENTS
12. CORRESPONDENCE
13. SCHEDULE MEETING DATES
 - E. Regular Meeting – Thursday, March 13, 2014 6:30 p.m.
14. ADJOURNMENT



**Haines Borough
Planning Commission Meeting
January 9, 2014
MINUTES**

Draft

1. **CALL TO ORDER/PLEDGE TO THE FLAG** – Chairman **Goldberg** called the meeting to order at 6:30 p.m. in Assembly Chambers and led the pledge to the flag.
2. **ROLL CALL** – **Present:** Chairman Rob **Goldberg**, Commissioners Don **Turner III**, Lee **Heinmiller**, Robert **Venables**, and Danny **Gonce** (called in). **Absent:** Rob **Miller** and Andy **Hedden**.

Staff Present: Jila **Stuart**/Chief Fiscal Officer, and Tracy **Cui**/Planning & Zoning Technician III.

Also Present: Glenda **Gilbert**, Heather **Lende**, Bill **Kurz**, and Debra **Schnabel** (Liaison)

3. **APPROVAL OF AGENDA**

Motion: **Venables** moved to “approve the agenda”. **Heinmiller** seconded it. The motion passed unanimously.

4. **APPROVAL OF MINUTES** – December 12, 2013 Regular Meeting

Motion: **Gonce** moved to “approve the December 12, 2013 Regular Meeting Minutes.” It was amended to correct “the code can be amended” with “the letters can be amended” in the final paragraph of 7C. **Venables** seconded it. The motion passed unanimously.

5. **PUBLIC COMMENTS** – None

6. **CHAIRMAN’S REPORT**

Goldberg said the mayor sent an email to all the committee members. There is a draft ordinance that is going to be forwarded to the Assembly to change the method of filling vacancies on boards. In the past, the applicants wrote letters of interest, and the applications would be transmitted to the appropriate board for review and recommendation to the mayor. Now the mayor is suggesting the board hold a public meeting with a public comment period and review all applications, after which the board shall submit written recommendations for appointments to the mayor. This proposed ordinance allows public involvement in this process.

Heinmiller said he likes the way code is now.

Turner said he thinks the current code is very straight forward.

Venables said the Planning Commission has very few applicants. If the mayor and the Assembly would like to give the commission directions, the Planning Commission can make it work.

7. **STAFF REPORTS**

- A. **Planning & Zoning Report**

Cui reported recent permitting and enforcement activities.

8. **PUBLIC HEARINGS** – None

9. **UNFINISHED BUSINESS** - None

10. **NEW BUSINESS**

A. **Historic District/Building Review**

B. **Haines Borough Code Amendments**

1. **Public Water & Sewer Service Connection in HBC 18.100.092(A)(2)**

Stuart said the Borough code requires property owners to connect to the public utility within six months when public sanitary sewer and/or water service becomes available. **Cui** found this section of code has not been enforced before. At the last meeting, the commissioners directed the Borough staff to take a look at how many properties apply to this situation. The Borough is seeking recommendations from the Planning Commission on how to proceed enforcing it, or whether the code should be amended.

Venables said the Borough Assembly needs to establish two policies to address this issue. One is that the Borough should develop a policy that would allow for the municipality to participate in the extension of water and sewer mains. The other one is that the Borough should develop a policy that would exempt current property owners with viable water and sewer systems from being forced into a Local Improvement District (LID) or connection to the public utility system.

Gilbert said she saw there are two lists in the packet. One is named “properties without public water connections”; and the other one is named “properties without public sewer connections”. She asked where those two lists came from.

Cui said she made those two lists by using ArcGIS. The lists were automatically produced based on three sets of GIS data. One is the Borough parcel shapefile, which contains detailed information of each parcel; one is the Borough public utility shapefile, which shows the location of the water and sewer mains, and the last one is the Borough existing utility customer list, which was provided by Public Works. What she did was to select the parcels that are located within 200 feet of the utility lines, are more than \$10,000 in improvement value, are privately owned, but are not on the customer list. Those two final lists have been reviewed and approved by the Borough Water and Sewer Operator, Scott Bradford.

Turner said he thinks this is not a planning-related issue, but needs to be addressed at the Assembly level.

Goldberg said he likes Venables’ suggestions.

The Planning Commissioners agreed to let Goldberg forward the suggestions to the Assembly, the mayor and the manager.

2. **Appeals to the commission in HBC 18.30.050**

Motion: **Venables** moved to “recommend the Assembly adopt the proposed draft ordinance to amend Haines Borough Code 18.30.050(A) by adding one sentence stating the Planning Commission will decline to hear an appeal in which the particular grounds for the appeal have not been stated”. **Heinmiller** seconded it. The motion passed unanimously.

C. **Project Updates** – None

D. **Other New Business**

1. Primary School Subdivision, Lots 6 & 7

Goldberg said the Borough received a written proposal from Aspen Management LLC to purchase lots 6 and 7 of the Primary School Subdivision. The code requires the Planning Commission to review the proposal and forward it to the Assembly for a determination of whether the proposal should be further considered and, if so, whether by direct negotiation with the original proposer or by competition after an invitation for further proposals.

Motion: Venables moved to “recommend the Assembly further consider the proposal from Aspen Management LLC to build a hotel on lots 6 and 7, Primary School Subdivision, in a commercial zone of Haines downtown, by direct negotiation with the original proposer”. **Turner** seconded it. The motion passed unanimously.

Lende said she read the Borough Comprehensive Plan, which mentions “a well-positioned mixed-use building with some ground floor retail space would further attract people and commerce adding life to the area and downtown next door”. The Comprehensive Plan also says “the former elementary and middle schools were located here but torn down. This is an opportunity to develop a great public space”. **Lende** said she loves this idea, and this can be a great opportunity to let the proposed hotel be a “well-positioned mixed-use building” with hotel upstairs, and retails & shops downstairs. The Borough should encourage the developer to make the design of the hotel fit the Comprehensive Plan.

Goldberg said the Borough also likes the idea. However, the Borough does not have a building code, so the Planning Commission cannot legally make the developer build a hotel in a certain way. The property is zoned Commercial. The proposed use of the property as a hotel is consistent with the commercial zoning district.

More discussion ensued.

11. COMMISSION COMMENTS

Turner said he knows the Borough is working on the Picture Point project. Since Picture Point is a major snow dump spot in town, he recommends the Borough take the snow-storage issue into consideration during the design process.

12. COMMUNICATION - None

13. SET MEETING DATES – The next regular Planning Commission meeting is scheduled for 6:30 p.m. on Thursday, February 13, 2014.

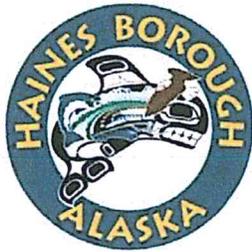
14. ADJOURNMENT– 7:28 p.m.

Staff Report for February 13, 2014

1. Permits Issued Since January, 2014 – None

2. Enforcement Orders

- Property owner William Chetney started a vacation rental business on his property. He is in violation of HBC 18.70.030 in operating a vacation rental business in the rural residential zone of Mud Bay Planning/Zoning District without a conditional use permit. A warning letter was sent out on December 12, 2013. Since the violation is not corrected within ten business days, Mr. Chetney is assessed a penalty of \$100.00.



Haines Borough

Planning and Zoning
 103 Third Ave. S., Haines, Alaska, 99827
 Telephone: (907) 766-2231 * Fax: (907) 766-2716

APPLICATION FOR CONDITIONAL USE PERMIT

Permit#: _____

Date: _____

Use this form for use approval by the Planning Commission for conditional uses.

I. Property Owner/Agent		Owner's Contractor(If Any)	
Name: <u>Scott Sundberg/Big Salmon Ventures</u>		Name: _____	
Mailing Address: <u>P.O. Box 1368</u>		Haines Borough Business License #:	
Contact Phone: Day _____ Night _____		Alaska Business License #:	
Fax: _____		Contractor's License #:	
E-mail: <u>sunny@skiscaba.com</u>		Mailing Address: _____	
E-mail: _____		Contact Phone: Day _____ Night _____	
E-mail: _____		Fax: _____	
E-mail: _____		E-mail: _____	
II. Property Information			
Size of Property: <u>20.09 acres</u>			
Property Tax #: <u>3-CLR-35-200</u>			
Street Address: <u>6 mile Chilkat Lake Rd</u>			
Legal Description: Lot (s) <u>7</u> Block _____ Subdivision <u>Revel - Big Salmon</u>			
OR			
Parcel/Tract _____ Section _____ Township _____ Range _____			
[Attach additional page if necessary.]			
Zoning: <input type="checkbox"/> Waterfront <input type="checkbox"/> Single Residential <input type="checkbox"/> Rural Residential <input type="checkbox"/> Significant Structures Area			
<input type="checkbox"/> Rural Mixed Use <input type="checkbox"/> Multiple Residential <input type="checkbox"/> Heavy Industrial <input type="checkbox"/> Waterfront Industrial			
<input type="checkbox"/> Commercial <input type="checkbox"/> Industrial Light Commercial <input type="checkbox"/> Recreational <input type="checkbox"/> Mud Bay Zoning District			
<input type="checkbox"/> Lutak Zoning District <input checked="" type="checkbox"/> General Use			
III. Description of Work			
Type of Application (Check all that apply)	Project Description (Check all that apply)	Water Supply Existing or Proposed	Sewage Disposal Existing or Proposed
<input type="checkbox"/> Residential	<input type="checkbox"/> Single Family Dwelling	<input checked="" type="checkbox"/> None	<input checked="" type="checkbox"/> None
<input checked="" type="checkbox"/> Commercial	<input type="checkbox"/> Change of Use	<input type="checkbox"/> Community well	<input type="checkbox"/> Septic Tank
_____ sq. ft.	<input type="checkbox"/> Multi-Family Dwelling	<input type="checkbox"/> Private well	<input type="checkbox"/> Holding Tank
_____ seating	Total # of Units _____	<input type="checkbox"/> Borough Water System	<input type="checkbox"/> Borough Sewer System
capacity if eating/drinking establishment	<input type="checkbox"/> Cabin	<input type="checkbox"/> Other	<input type="checkbox"/> Pit Privy
<input type="checkbox"/> Industrial	<input type="checkbox"/> Addition	_____	<input type="checkbox"/> Other
<input type="checkbox"/> Church	<input type="checkbox"/> Accessory Structure		
<input type="checkbox"/> Other _____	<input checked="" type="checkbox"/> Other <u>Helipart</u>		

Valuation of Work: <i>Helipad, power, road work \$20,000</i>
Current use of adjacent properties: <i>General Use Mixed Residential - Rural</i>
Attach the following documents to the permit application: <input type="checkbox"/> Site plan (see Attachment A) showing lot lines, bearings and distances, buildings, setbacks, streets, etc.

PREAPPLICATION (Required)

Pre-application Conference Date: 1/27/2014

Prior to submission of an application, the developer shall meet with the manager for the purpose of discussing the site, the proposed development and the conditional use permit procedure. The manager shall discuss these matters with the developer with special attention to policies and approval criteria that may pose problems or constraints on the site or the proposed development activity and policies or approval criteria that may create opportunities for the developer.

APPLICATION

Please provide a written narrative explaining how your project will meet the following requirements. You may use the space provided on this form or attach your answers. A variance may only be granted if the Planning Commission finds that these six standards are met.

1. The use is so located on the site as to avoid undue noise and other nuisances and dangers.
Describe what safeguards are being provided (i.e. setbacks or buffers) to meet the condition.

See attachments

2. Explain how the development of the use is such that the value of the adjoining property will not be significantly impaired.

See attachment

3. Explain how the size and scale of the use is such that existing public services and facilities are adequate to serve the proposed use.

See attached

4. Describe how or why the specific development scheme of the use is consistent and in harmony with the comprehensive plan and surrounding land uses.

See attached

5. Explain how the granting of the conditional use will not be harmful to the public safety, health or welfare.

See attached

6. Describe the safeguards that will be provided so that the use will not significantly cause erosion, ground or surface water contamination or significant adverse alteration of fish habitat on any parcel adjacent to state-identified anadromous streams.

See attached

IV. FEE

A non-refundable fee of \$150 must accompany this application. Checks must be made payable to the HAINES BOROUGH.

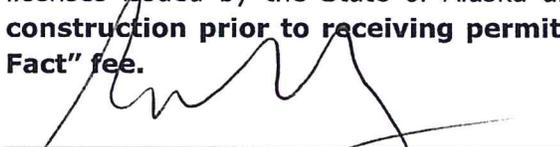
NOTICE

Per HBC 18.50.040, Comments received from property owners impacted by the proposed development will be considered and given their due weight. Additionally, the Planning Commission may impose one or more of the following conditions:

1. Development Schedule. The conditions may place a reasonable time limit on construction activity associated with the development, or any portion thereof, to minimize construction-related disruption to traffic and neighbors, to ensure that lots are not sold prior to substantial completion of required public improvements, or to implement other requirements.
2. Use. The conditions may restrict the use of the development to specific uses indicated in the approval.
3. Owner's Association. The conditions may require that if a developer, homeowner or merchant association is necessary or desirable to hold or maintain common property, that it be created prior to occupancy.
4. Dedications. The conditions may require conveyances of title, licenses, easements or other property interests to the public, to public utilities, or to the homeowners association. The conditions may require construction of public utilities or improvements to public standards and then dedication of public facilities to serve the development and the public.
5. Construction Guarantees. The conditions may require the posting of a bond or other surety or collateral (which may provide for partial releases) to ensure satisfactory completion of all improvements required by the commission.
6. Commitment Letter. The conditions may require a letter from a utility company or public agency legally committing it to serve the development if such service is required by the commission.
7. Covenants. The conditions may require the recording of covenants or other instruments satisfactory to the borough as necessary to ensure permit compliance by future owners or occupants.
8. Design. The conditions may require the adoption of design standards specific to the use and site.

V. CERTIFICATION

I hereby certify that I am the owner or duly authorized owner's agent, that I have read this application and that all information is correct. I further certify that I have read, understand and will comply with all of the provisions and permit requirements outlined hereon. I also certify that the site plan submitted is a complete and accurate plan showing any and all existing and proposed structures on the subject property and that the use will comply with all required conditions and specifications, will be located where proposed and when developed, will be operated according to the plan as submitted. All contract work on this project will be done by a contractor holding valid licenses issued by the State of Alaska and the Haines Borough. **I am aware that if I begin construction prior to receiving permit approval, I will be assessed a \$250.00 "After-the-Fact" fee.**



 Owner or Agent

1/27/2014

 Date

PROVISIONS: The applicant is advised that issuance of this permit will not relieve responsibility of the owner or owner's agents to comply with the provisions of all laws and ordinances, including federal, state and local jurisdictions, which regulate construction and performance of construction, or with any private deed restrictions.

Office Use Only Below This Line

<input checked="" type="checkbox"/> Applicant Notified Application is Complete and Accepted <u>1/29/14</u> <u>In Person</u> <u>XC</u> <small>(Date) (Notified via) (Initials)</small>					
Non-Refundable Permit Fee \$ <u>150.00</u> Receipt No. <u>021895</u> Received By: <u>T. Oelzer</u> Date: <u>1/29/14</u>			Information/Documentation Req'd Rec'd <input type="checkbox"/> <input type="checkbox"/> State Fire Marshal <input type="checkbox"/> <input type="checkbox"/> State DEC <input type="checkbox"/> <input type="checkbox"/> Variance/Conditional Use Permit <input type="checkbox"/> <input type="checkbox"/> Sign Permit		
Zoning	Bldg. Height	Lot Coverage %	Const. Type	Occupancy	# Stories
This application meets all applicable Borough policies and a permit is issued, conditional on the substantial completion of construction within two years and the following special requirements:					
Planning Commission Chair:			Date:		

INCOMPLETE APPLICATIONS WILL NOT BE ACCEPTED

ATTACHMENT A

SITE PLAN REQUIREMENTS

1. Drawing showing dimensions, including elevations, of lot on which activity/construction is planned.
2. Existing streets, alleys, sidewalks, driveways, easements, including widths.
3. Existing buildings/structures on the property, their location, dimension and proximity to lot lines or other structures. (Measured from closest point on structure to other lot lines, structures, etc.)
4. Proposed construction—including location, dimensions, and proximity to lot lines or other structures. (Measured from closest point on structure to other lot lines, structures, etc.)
5. Existing and proposed non-building improvements, including surface water drainage plan, driveway placement, culvert(s), off street parking (location and dimensions), on-site water and/or wastewater handling systems.
6. Shore lines, steep slopes, or other evidence of natural hazards.
7. If zero lot line construction proposed, show plan for handling snowdrop onto adjoining properties.

It is strongly recommended that an as-built survey be performed prior to submittal of the application.

Big Salmon Ventures LLC
AK Entity # 100622
Box 1368 Haines, Ak 99827
.6 mile Chilkat lake Rd.
Property Id# 3-clr-35-0200

Winter Recreation Village with Conditional Heliport

Introduction

Background:

In 2007 Big Salmon Ventures purchased said property with the intent to build and run a lodge in conjunction with a Nordic, Heliskiing, and Snow-cat clients. When the property was purchased, heliports in the borough were not a conditional use, but a use by right in the GU. Because of the instability of the borough tour permit and heliskiing regulation we have been apprehensive in committing to the development of our master business plan, until more solidified and reasonable regulations were adopted.

Since 2008 then we have been improving the basic needs of the property like access and road infrastructure to accommodate the potential uses.

In March of 2008 Helicopter was given permission to land on the property for emergency fueling. This low fuel landing was done with the knowledge that we had all rights to do so on the property. It was at this point Eagle Vista subdivision resident voiced concern over this use.

This landing happened at a the time SEABA's operating plan had not identified the property as a base of operations and we were informed by the borough that operators would need to change thier operating plan through public process to be able to use Big Salmon Property as a heliport.

In 2009 the Haines borough through legal challenge by the FAA, was forced to change the ordinance involving the regulation of helicopters in air space.

It was at this point that we concluded that heliski operators like SEABA did not need to change thier operating plan to identify heliports, therefore in 2008 BSV had every right to utilize out property in this manner.

In the meantime SEABA has been working with Big Salmon to develop better winter access and infrastructure to accommodate this use. This is mainly was comprised of SEABA acquiring fuel tanks, a phone line, power, and a structure for existing snow-cat operation to properly utilize the property for existing commercial activities.

In 2011 the borough started to take steps towards recognizing the industry and its needs by forming a heliski task force and making changes to the borough code involving access point for the heli industry. We notified the borough attorney and the manager of our existing right to utilize this property as a use by right. The manager and the task force failed to agree on the existing legal rights for Big Salmon to use its property. The assembly adopted a revised tour

permit that only grandfathered 3 properties with the right to land helicopters in association with heliskiing. BSV felt this was a stop gap measure and did not answer the questions surrounding the cloudy and misleading regulation of the heliskiing industry.

In an effort to “play ball” with the borough, SEABA submitted a CUP to utilize a neighboring piece of property it owns that had some infrastructure on it to support heli operations in the upper valley. The result of this process created a 3 to 3 tie or non-decision. It was appealed by SEABA and the borough upheld the P. C. non decision.

The borough based its support for denying the CUP on the CCR structure of a neighborhood that was attempting to rezone, that did not want to allow helicopter landings. Within the year, failure of this rezoning attempt was apparent, as many of the presented facts and intent were false and fraudulent in nature. It was also expressed by members of the public that the group behind the rezoning attempt do not even follow the CCR’s of their neighborhood to begin with, so why should they be capable of affecting other property owners rights..

SEABA’s attorneys wrote a brief that demonstrates that SEABA’s property rights were infringed upon and that a governmental taking has occurred. SEABA is willing to share this brief if anyone is interested in reading it.

Through SEABA’s CUP process and public testimony, the lack of physical evidence of actual noise disturbance, or factual, scientific, and tangible evidence that this activity affects the health, safety, and wellbeing of the greater good were simply not present. SEABA had identified studies and other municipal ordinances that were good examples of existing compliant uses. SEABA also established noise gradients for the area on a map that showed noise levels at certain locations. These gradients were of acceptable levels of very light commercial and compliant with the higher noise limits.

In actual tests done for Big Salmon Ventures, the predicted noise generation at specific locations came in lower than the examples produced by SEABA in its CUP application in 2011.

There are many ideals to this property that influenced Big Salmon Ventures purchase of this property. In consideration of the multi season activities listed in our business plan, we felt that it served the community at large as well as the business.

First, departure and approach routes to the commercial skiing areas, utilize existing flight paths that are close, within 1.5 miles of the property. These flight paths only cross over state lands, no private lands. These lands are identified in the 2025 Comprehensive Plan as multi use with an emphasis of resource extraction and resource development. This identifies that a heavy industrial uses, like mining and timber harvesting are allowed in area. Big Salmon’s property borders this and is identified as rural settlement.

This classification of lands under the flight path to and from skiing destinations is compatible. It also demonstrates that properties under these paths would not be hindered in terms of value, or disturbance based on proposed use.

In terms of economic development Big Salmon Venturesits members and associated investors, has intent to develop a multi million dollar Winter/Summer Recreation Village on its properties, that would increase property tax revenues, sales, and bed tax to the borough coffers.

Big Salmon sold 6 properties to the east of the proposed lodge site and have short platted three more to allow for commercial retail growth in this area. Two of these properties were sold to an individual that expressed interest in building a commercial shop for heavy equipment to help develop land in the upper valley, and the second property was to be developed as ski in ski

out cabins that could be rented to heliskiing and snow cat enthusiasts, as well as summer clientele.

Another property was sold to a couple residing Anchorage in 2009, was done with disclosure that Big Salmon Ventures along with SEABA intends to operate the Heli and snow cat tours from this property during the winter months. On closing part of the real-estate deal was an included ski trip.

Their existing structure on the property is in shell form with only power from IPEC as the only utility in the fall of 2013.

In the last few years the borough has worked towards rewriting the tour permit related to helicopter skiing and provided much new relevant content around this issue.

Since the adoption of the Conditional Use Legislation in regards to Heli ports accompanying heliskiing permitting, Big Salmon's interest in securing this property with the original intended use has increased. Other factors included are the addition of a third operator that could dramatically increase present congestion at existing heliports, increased traffic of current flight paths, and the purchase and development of 18 mile. The heliports used by the heliskiing industry are in flux because of the lack of ownership by heliskiing operators. By affirming that Big Salmon Ventures property rights to include a heliport would secure safe future operations for the heliski industry. It would also help engage development of a three season rural setting eco-lodge and a commercial Winter Village concept that other local and non local entrepreneurs can participate in. In a world market, which Haines heliskiing is very much a big part of, the market and the demand of its clients ultimately rests with the operator providing door to heli accommodations, with weather day support activities on site or nearby. We are in the service industry as much as the adventure travel industry. So in order to compete, BIG Salmon needs to have the right to fly guest from its properties.

The airport would be an excellent spot, except lodging and other services are not allowed at the Airport, and we have found through trial and error that even the purchase and development of the Fort Seward Lodge as a supportive ski lodge is lacking this key function. Heliskiing clients over the last 6 years that lodged at the Fort Seward have commented often that being closer to the snow cat, snow machineing, Nordic, and also having a heliport at the facility would help propel Haines to the next level in heliskiing. They mention this because their other experiences heliskiing around the world with other heliskiing operators have provided these offerings, and they are often staged in rural settlement scenarios.

A winter village at 26 mile is a fit for long term growth, and would diminish the desire to create other heliports on the road base in Haines by other non-industry based developers.. With acceptable noise levels generated during business hours for a short period of the year, we feel that this is a good solution to a long term problem. By affirming the use for Big Salmon the borough can effectively plan for the next 25 years based on this location.

In the 2025 Comprehensive plan it states:

Capitalize on Haines' existing reputation and 'brand' as a recreation destination, and "Adventure Capital of Alaska" by expanding related businesses, jobs and commerce.

1. Continue to support a diversity of Haines Borough marketing efforts that promote and celebrate these qualities, including re-initiation of the "Move to Haines" campaign and targeted marketing to cruise ships, about Haines festivals, and winter recreation.

3. Develop a winter recreation marketing and outreach program.

4. Provide certainty for both businesses and residents by preparing a heli-ski management plan that addresses safety, neighborhood quality, heliports, routes and areas of use, monitoring, quality experience etc. (September 2012 page 94 Objective 3D)

The Big Salmon Ventures Plan along with the heliski industry is attempting to reach some of these goals identified in the plan on its own. We feel that there is sustainability and compromise in the plan. 95% (proponents) of the residents of Haines get to keep their quality of lifestyle, and the other 5%(opponents) have to share this with the outside world.

If Big Salmon cannot secure this use, then much of Big Salmons investment into property and infrastructure would be negligible. It would also impede the growth of heliski operators and their ability to operate in a efficient and ultimately the safest manner. A affirmation of BIG Salmon CUP would also reduce flight times and overall aircraft noise as a whole by reducing time spent flying over borough and state lands getting to commercial skiing areas. With this comes a more viable operation, with reduced costs.

Big Salmon proposes the following criteria for conditional use for heliskiing support:

1. Hours of operation 8:00 am to 6:00 pm from Feb1- March 10th, 7:30-7:00 pm March 11-April 1st and 7:00-8:00pm, between the dates of April 2nd - May 3rd for heliski operations.
2. Dates of Operation: February 1st thru May 3rd
3. Fuel storage will be done in accordance with D.E.C. standards with a fuel spill containment program in place before operations begin:
4. Allowance of emergency use for state and federal response, medical, firefighting.
5. Specific and identified GPS flight path that will create the least amount of noise and impact to nearby residents. Flight paths will not be conducted over any residences and take place over state lands.
6. Voluntary shut down of operations for nearby residents for special events that would be considered a nuisance or simply would disturb the quality of planned event. (This would be specific in nature, depend on frequency of occurrence and nature of the event.)

The following are line item responses to code considerations under 18.50.040:

1. The heliport site as explained and can be viewed on the map entitled Big Salmon heliport, will show departure and approach to the west of the property. All property to the west of 3-CLR-35-0200 belongs to the State of Alaska, including the Haines State Forest and University of Alaska State Lands.
A small dividing esker or ridge formed by glaciation and fluvial processes helps buffer residents to the east of this property. This ridge is approximately 35-50 feet in height and would provide a buffer to initial startup and lift off. (per written example below)

On December 4th 2013 decibel testing for the area proposed for Heli landings was conducted. Tests were taken approximately at approx. 1100 feet and 1500 feet from the Chilkat Lake Rd. nearest the year round residence in the area. The following sound references are generated from a report from Daniel Gonca Vice-Chair of the Planning Commission.

“Scott Sundberg was contacted via VHF radio, who was aboard the helicopter, to begin the approach. The flight path of the aircraft on approach was perpendicular to the Chilkat Lake Landing Road, and the helicopter was flying an Easterly heading on final approach. At all times the closest the helicopter approached the road was the landing site itself. I was told that the plans would be for the aircraft to actually touchdown in attitude parallel to the road, to allow for an in place rotation of 90 degrees for a takeoff run to the West from the landing site. The site of the 1st landing is a new landing pad location for Big Salmon. Nick stated

that they had spent some of the summer “logging” the new site and approach zone. The new site is approximately 90-100 yards to the West of the previously proposed landing site. On final approach I noticed that the sound level decreased noticeably before the aircraft touched down, which is consistent with dropping down to the lower landing zone, below the rim where the previously proposed landing zone was located. Additionally the sound level dropped off quickly once on the ground which was affirmed via radio from Scott. Readings were observed while the aircraft was on the ground at an idle state simulating a “hot refueling” for 3 or 4 minutes, then the aircraft departed back the same flight path as it had arrived. According to Nick, a typical “hot” refueling operation lasts 8 – 10 minutes, before the aircraft is reloaded for the next departure.

After the departure, the aircraft returned for a second approach to the older or previously proposed landing zone. This location is higher and closer to the Chilkat Lake Road. He also stated that because of a large tree near the landing zone the final approach is higher than an approach to the new, lower site. I did not notice the drop off in sound level immediately before touchdown as with the 1st landing. The aircraft again simulated a “hot refueling” operation, and then departed, again to the West, the same route as the approach.

In both cases, the aircraft was at a lower elevation than what I was expecting, and the flight paths where the aircraft was observed was at treetop height. The point of first observation of the aircraft Nick had to point it out to me as it was not where I expected it to be. If I was

traveling on Chilkat Lake Road in a vehicle and did not know there was a helicopter flying at that location, I most likely would not have had a clue of its presence.

Shortly after the second departure, Erica Mirklin came out of her residence and asked “What is going on?” She stated that she was sitting in her residence, listening to the radio, and heard the aircraft over the radio, and that it had caused her house to “shake”. We had a short discussion about the purpose of the visit to gather some readings, and we briefly explained some of the readings that we had seen from the meter, and stated that the sound level of the aircraft at its loudest was quieter than the verbal conversation that we were having.

After the discussion with Erica we departed and traveled to the site of the SEABA shop, and landing sites. We met Andy Hedden on the Chilkat Lake Road and he followed us to the landing sites. There was discussion about the immediately neighboring property owners, the new landing site, and proximity to existing designated flight paths in the area.

The helicopter used, as stated by Nick was operated by Coastal Helicopters, and is a model Eurocopter B-2 A-Star, which is the same model that SEABA operates.

The sound level meter: Digital Sound Level Meter by EXTECH Instruments, model 407727.

The documentation indicated accuracy of ± 2 dB at 94dB. The settings as noted were: Auto-Range mode; Fast time weight averaging; “A” weighted sound scale. The minimum scale of the meter is 40dB. Any reading below, displays: “LO”.

Sound Observations:

While in the truck traveling along Chilkat Lake road on an icy surface:

81.1dB, 83.3dB, 83.6dB

Erica Mirklin’s friendly dog barking at us from the driveway when we first stepped out of the truck: **62-63dB**.

Aircraft on approach to “new” LZ: starting at **LO** (dog done barking at us after coming to check us out) increasing steadily through 42dB to a peak of **62.1dB** before dropping quickly to a touchdown.

Aircraft “hot refueling” at the “new” LZ: **46-47dB**

Aircraft departing: peak of **62.3dB**, before tapering steadily back down to a “LO” reading.

Aircraft on approach to “old” LZ: starting at **LO** increasing steadily through 42dB to a peak

of **64.6 dB** at near touchdown.

Aircraft "hot refueling" at the "old" LZ: **51.5dB**

Aircraft departing from "old" LZ: peak of **68.5dB**, before tapering steadily back down to a "LO" reading.

Verbal outside conversation with Erica **70-75dB."**

On a decibel scale 60 is considered equal to conversational speech and 70 is an average radio or street noise.

The esker Ridge and the change in elevation are capable of reducing the majority of noise exposure to under 60 decibels, which is residential in nature. Idle or fueling was recorded at the high 40 low 50 dB's. This level is 90% of the noise generated over time, the take off and landing/approach comprise the other 10%

Alaskan communities like Anchorage, have noise ordinances established for residential and commercial range between 60 and 70 decibels during the hours of 7:00 am and 10:00pm. This is measured by the mean at the crossover of zoning, i.e property line.

Neither of these levels are considered hazardous. *The Municipal Code of Anchorage, 15.70 Noise Control legislation dictates that noises levels exceeding 90 decibels for more than 24 hours is hazardous. OSHA Also has similar references in consideration of the work place, were exposure of 90 decibels for more than 1.5 hours without hearing protection is hazardous.*

In terms of safe operation at the site the area has been cleared of excess trees and other hazards that could be a safety risk to the helicopter and its passengers.

2. We have mentioned that we have sold some adjoining property in recent years with disclosure that a commercial ski business would be operating from the proposed area. Sale prices have averaged above current property values in the area. Purchasers in some sales showed interest that this proposed use increased their desire to build a commercial entity.
3. The size and scale of the use would be similar to 18 mile heliport and 33 mile heli port. This means that on average one helicopter would primarily be using the area, and a second could be added at times. This would mean an average of 8-10 take offs and landings would be conducted per day. This would include 4 fueling trips per day. We are confident that access for EMS services would not be impaired and that access exists in the form of easements to and from the property.
4. The 2010 comprehensive plan (old) had determined that there are no specific areas identified in the GU that this use does not conform with. The surrounding uses range from rural residents to light industrial including saw mills, heavy equipment operators and salvage yards. The updates 2025comp plan just recognizes the area as Rural Settlement.

However, in the updated Comprehensive plan, (2012) it mentions, “ To promote efficient land use, good neighbors, and protect homeowner investments and lifestyles, require buffers between residential and non-residential land uses, between differing types/densities of residential development, or when home occupations or light (approved) commercial uses are adjacent. Depending on the situation, common measures could be landscaping, retained or additional vegetation, setbacks, fences, sound barriers, restriction on hours of operation of noise-generating equipment or activity.” We feel that we are mitigating these slight noise interruptions at residential noise thresholds of 65dB and below by utilizing existing vegetation, landscaping, and hours of operation. We would also point out that 80% of opposing individuals supporting the failed rezoning petition of 2012 live beyond the 65 dB threshold to the east and are separated from our properties by a multi-use road that delivers much higher dB ratings year round..

5. The use proposed is deemed adequate in Big Salmon opinion and is not harmful to the public safety, health and welfare .Although the borough assembly upheld a non decision (3-3) from the planning commission in regards to a similar denial of a CUP in 2012, Big Salmon recognizes that this was based on non scientific and objective reasoning, or lack of supportable evidence on behalf of the submitting party. SEABA in conjunction with Big Salmon Ventures have prepared a better fact based application at this time.

It is to be understood that the intended use in the GU is very broad and that there are acceptable levels of noise during business hours. It is also recognizes that the land designation of the properties as G.U. was an designation entered based on consolidation testimony, leaving it open to a change in zoning that was to come by demand.

Landowners West of the Chilkat Lake road were against the zoning petition, and favored open regulation if not use by right commercial.(Verbally confirmed by Chairman Goldberg in PC meeting regarding failed rural residential zoning attempt spring of 2013)

It will be argued that other residents also have profound investments also. However it should be recognized that when “all” investments in property were made in the area, they were done with disclosure. All land that was purchased and developed under no zoning or protections except for properties within the CCR’s of the University of Alaska properties in Eagle Vista.

However, we feel that based on the low duration of activity and the mild decibel ratings, impacts are at a minimum and this is a sustainable model.

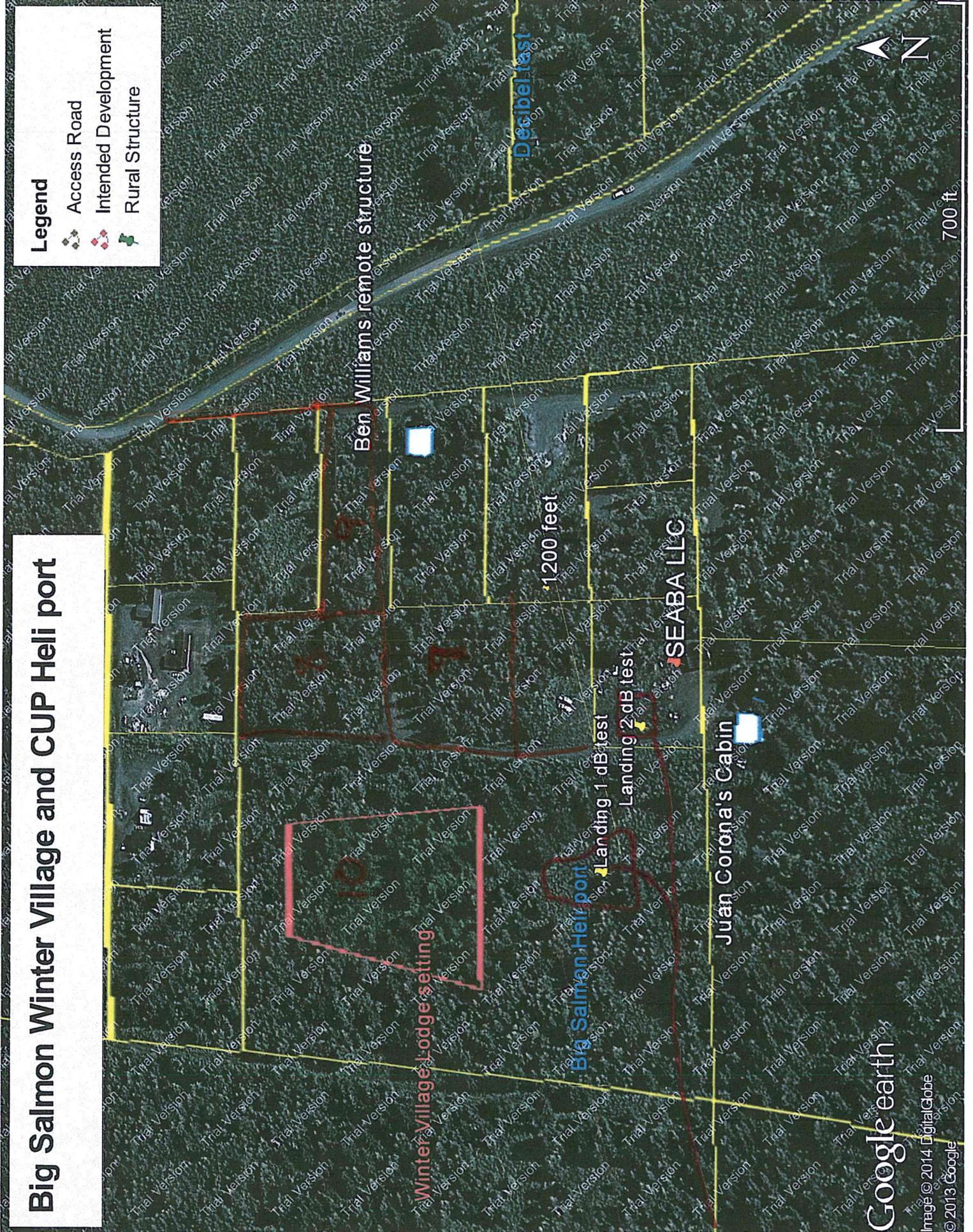
On page 151 of the Comprehensive plan it states, “The Haines Borough also recognizes the rights of private land owners to use their land without Undue restriction.”

6. There is no significant concern regarding ground or surface water contamination, and that there is no scientific proof that fish will stop spawning in surrounding creeks or wildlife will stop utilizing historic corridors in the immediate area. At this

Big Salmon Winter Village and CUP Heli port

Legend

- Access Road
- Intended Development
- Rural Structure



Ben Williams remote structure

1200 feet

700 ft

Google earth

Image © 2014 DigitalGlobe
© 2013 Google

Winter Village edgessetting

Big Salmon Heli port

Landing 1 dB test

Landing 2 dB test

SEABA LLC

Juan Corona's Cabin

Decibel test

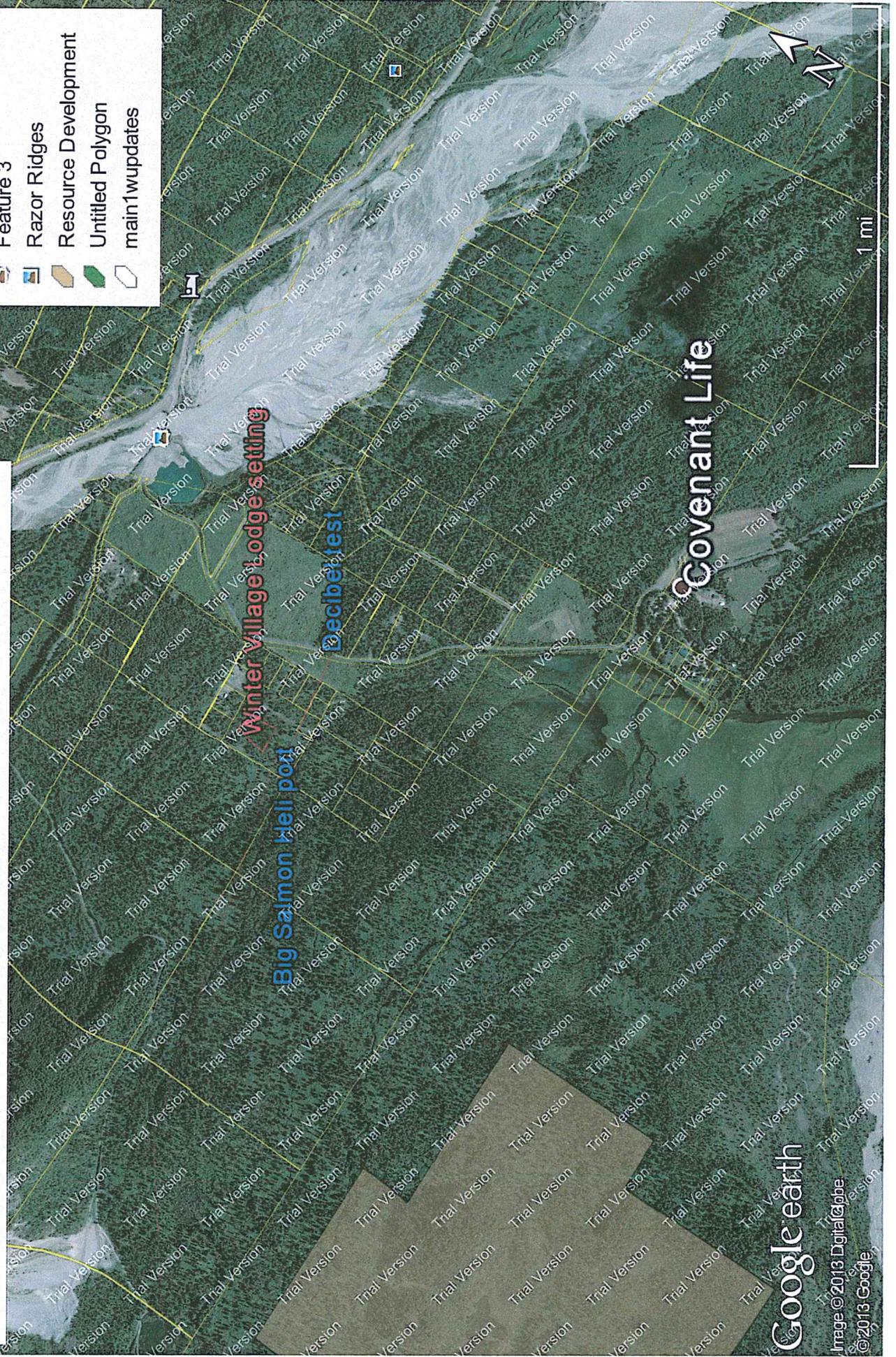


BSV LLC

The map includes location of Winter Village in red, heliport and flight route to and from this area. Decibel test location on the east side of red line is in blue.

Legend

- Commercial
- Feature 1
- Feature 2
- Feature 3
- Razor Ridges
- Resource Development
- Untitled Polygon
- main1wupdates



Winter Village Lodge setting

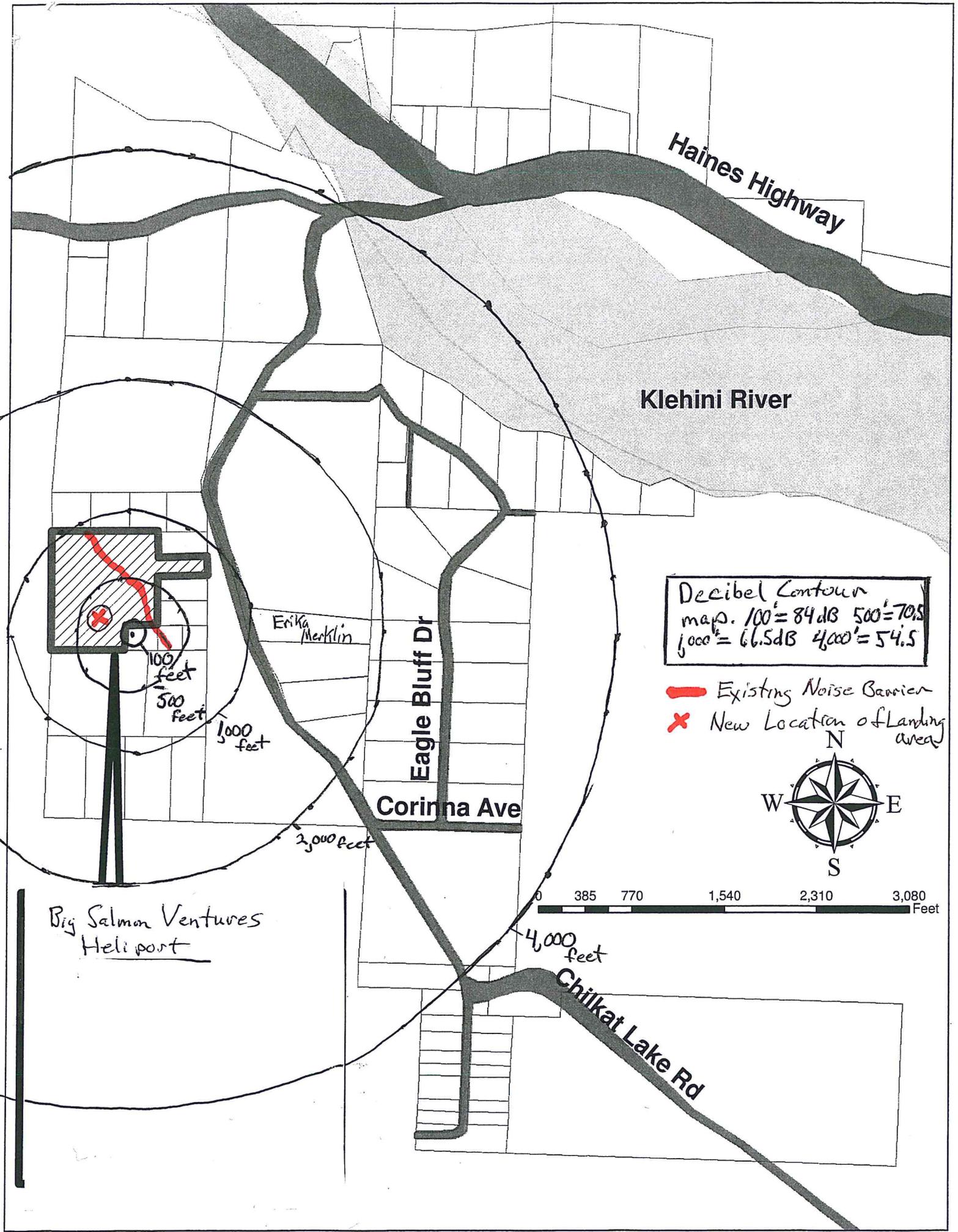
Big Salmon Heli port

Decibel test

Covenant Life

Google earth

Image © 2013 DigitalGlobe
© 2013 Google

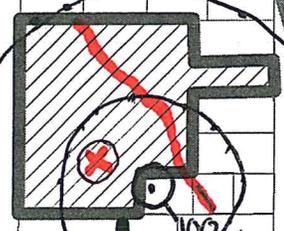
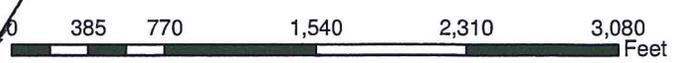


Haines Highway

Klehini River

Decibel Contour map.
 $100' = 84\text{dB}$ $500' = 70.5$
 $1000' = 66.5\text{dB}$ $4000' = 54.5$

- Existing Noise Barrier
- ✗ New Location of Landing area



Erika Merklin

Eagle Bluff Dr

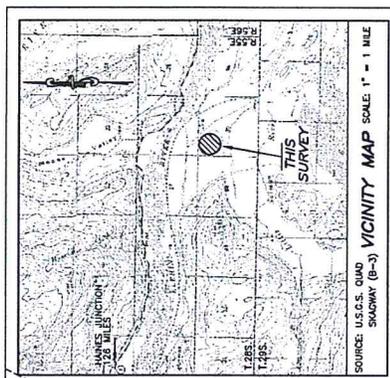
Corinna Ave

2,000 feet

4,000 feet

Chilkat Lake Rd

Big Salmon Ventures Heli port

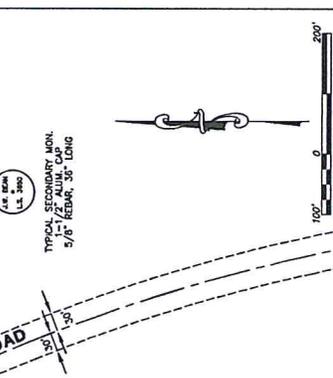


VICINITY MAP SCALE: 1" = 1 MILE
 SOURCE: U.S.G.S. QUAD SHADWAY (8-3)

LEGEND

- ⊗ C.I.O./B.L.M. 2-1/2" BRASS MONUMENT OF RECORD
- ⊙ PRIMARY MONUMENT RECOVERED THIS SURVEY
- SECONDARY MONUMENT SET THIS SURVEY BY J.W. BEAN
- SECONDARY MONUMENT RECOVERED THIS SURVEY

TYPICAL SECONDARY MON. 5/8" REBAR, 30" LONG



CERTIFICATE BY THE HAINES BOROUGH
 I HEREBY CERTIFY THAT THE APPLICANTS ARE NOT DEPENDENT ON PROPERTY TAXES FOR THE PROPERTY DESCRIBED ON THE SUBDIVISION PLAT SHOWN HEREON.
 Date: _____, 2010.
 Haines Borough Assessor

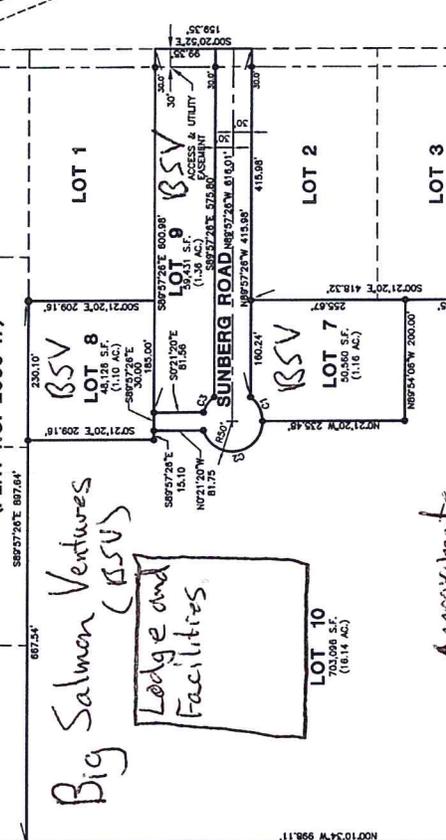
CERTIFICATE OF BOROUGH ASSESSOR
 I HEREBY CERTIFY THAT THE APPLICANTS ARE NOT DEPENDENT ON PROPERTY TAXES FOR THE PROPERTY DESCRIBED ON THE SUBDIVISION PLAT SHOWN HEREON.
 Date: _____, 2010.
 Haines Borough Assessor

NOTE:
 THIS PLAT IS IN THE RURAL MIXED USE ZONING DISTRICT.

DATE _____
 DATE _____
 DATE _____

LE. JENNIFER
 PLANNING COMMISSION CHAIR

JAN HILL
 MAYOR
 HAINES BOROUGH



SUNBERG SUBDIVISION II
 A RESUBDIVISION OF
 LOT 7, SUNBERG SUBDIVISION
 SECTION 35

T-285, R-58E, C.R.M.
 WITHIN HAINES BOROUGH, ALASKA
 HAINES RECORDING DISTRICT - HAINES, ALASKA

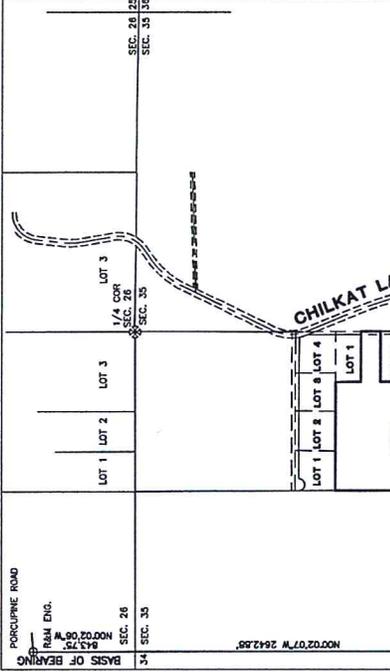
ROGER SCHNABEL

RADIE SUBDIVISION
 (PLAT NO. 98-20)

DAVID LOHR

NOTES:

- ALL PLAT BEARINGS SHOWN ARE TRUE BEARINGS AS OBTAINED FROM THE BASIS OF BEARINGS TO HORIZONTAL
- COURSES SHOWN ARE REDUCED TO HORIZONTAL
- ENCLOSURES ARE SHOWN AS CALCULATED FROM BEARINGS AND/OR DISTANCES ARE SHOWN WITHOUT BEARINGS
- THIS SUBDIVISION IS NOT SERVED BY MUNICIPAL WATER OR SEWER. ALL WATER SUPPLY AND WASTEWATER HANDLING REQUIREMENTS SHALL BE THE RESPONSIBILITY OF THE ENVIRONMENTAL CONSERVATION REQUIREMENTS.



UNIVERSITY

CURVE #	DELTA	RADIUS	LENGTH	CHORD	CHORD BEARING
C1	032°21'48"	50.00'	45.99'	44.38'	N83°15'40"E
C2	102°26'01"	50.00'	141.91'	98.85'	S09°05'01"E
C3	039°02'03"	50.00'	31.45'	30.83'	N54°50'39"W

STATEMENT OF OWNERSHIP:
 I HEREBY CERTIFY THAT BIG SALMON VENTURES, LLC, IS THE OWNER OF THE PROPERTY SHOWN AND DESCRIBED HEREON AND THAT AS GENERAL MANAGER I HAVE CAUSED THIS PLAT TO BE PREPARED AND RECORDED IN ACCORDANCE WITH THE REQUIREMENTS OF THE ALASKA STATUTES AND THE PUBLIC OR PRIVATE USE AS NOTED:
 Date: _____, 2010

OWNER:
 BIG SALMON VENTURES, LLC
 SCOTT SUNBERG, GENERAL MANAGER
 HAINES, ALASKA 99827

NOTARIC ACKNOWLEDGEMENTS:
 I, _____, S.S.,
 UNITED STATES OF AMERICA)
 STATE OF ALASKA)

THIS IS TO CERTIFY THAT ON THIS _____ DAY OF _____, 2010
 BEFORE ME, THE UNDERSIGNED, A NOTARY PUBLIC IN AND FOR THE STATE OF ALASKA, DULY COMMISSIONED AND SWORN, PERSONALLY APPEARED:

_____ DAY OF _____, 2010
 My Commission Expires _____

_____ DAY OF _____, 2010
 My Commission Expires _____

SEE SECTION DETAIL

CERTIFICATE OF REGISTERED LAND SURVEYOR

I HEREBY CERTIFY THAT I, A PROFESSIONAL LAND SURVEYOR, HAVE PREPARED AND RECORDED IN THE STATE OF ALASKA AND THAT THIS PLAT WAS PREPARED UNDER MY DIRECT SUPERVISION, THAT ALL DIMENSIONAL DETAILS AND RELATIVE BEARINGS APPEARING ON THE LAND ARE AS SHOWN.

DATE: _____

BY: _____
 J.W. BEAN
 PROFESSIONAL SURVEYOR
 1070 ANCHORAGE SQUARE
 ANCHORAGE, ALASKA
 (907) 781-0380

J.W. BEAN INC.
 PROFESSIONAL SURVEYOR

1070 ANCHORAGE SQUARE
 ANCHORAGE, ALASKA
 (907) 781-0380

DAVID LOHR
 SURVEYOR - PLANNER

NOTARIC ACKNOWLEDGEMENTS:
 I, _____, S.S.,
 UNITED STATES OF AMERICA)
 STATE OF ALASKA)

THIS IS TO CERTIFY THAT ON THIS _____ DAY OF _____, 2010
 BEFORE ME, THE UNDERSIGNED, A NOTARY PUBLIC IN AND FOR THE STATE OF ALASKA, DULY COMMISSIONED AND SWORN, PERSONALLY APPEARED:

_____ DAY OF _____, 2010
 My Commission Expires _____

_____ DAY OF _____, 2010
 My Commission Expires _____

SEE SECTION DETAIL

STATE OF ALASKA

1937

J.W. BEAN
 PROFESSIONAL SURVEYOR

1070 ANCHORAGE SQUARE
 ANCHORAGE, ALASKA
 (907) 781-0380

DAVID LOHR
 SURVEYOR - PLANNER

NOTARIC ACKNOWLEDGEMENTS:
 I, _____, S.S.,
 UNITED STATES OF AMERICA)
 STATE OF ALASKA)

THIS IS TO CERTIFY THAT ON THIS _____ DAY OF _____, 2010
 BEFORE ME, THE UNDERSIGNED, A NOTARY PUBLIC IN AND FOR THE STATE OF ALASKA, DULY COMMISSIONED AND SWORN, PERSONALLY APPEARED:

_____ DAY OF _____, 2010
 My Commission Expires _____

_____ DAY OF _____, 2010
 My Commission Expires _____

SEE SECTION DETAIL

Decibel Levels of Common Sounds

Sound intensities are typically measured in decibels (dB). A decibel is defined as 10 times the logarithm of the power ratio (power ratio is the ratio of the intensity of the sound to the intensity of an arbitrary standard point.) Normally a change of 1 dB is the smallest volume change detectable by the human ear.

Sound intensity is also defined in terms of energy (ergs) transmitted per second over a 1 square centimeter surface. This energy is proportional to the velocity of propagation of the sound.

Decibels (dB)	Degree	Sound Source
225	Deafening	12" Cannon @ 12' in front and below
195	Deafening	Saturn rocket
180	Deafening	Aircraft at take-off
160	Deafening	Ram jet
150	Deafening	Turbo jet
140	Deafening	Artillery fire
130	Deafening	Threshold of pain, decibels at or above 130 cause immediate ear damage. Hydraulic press, pneumatic rock drill
120	Deafening	Riveter, chipper, thunder, diesel engine room, <u>fireworks display</u>
110	Deafening	Punch press, close to a train, ball mill

100	Very Loud	Passing truck, home lawn mower, car horn @ 5 meters, wood saw, boiler factory
90	Very Loud	Decibels at or above 90 regularly cause ear damage. Noisy factory, truck without muffler
80	Loud	Noisy office, electric shaver, alarm clock, police whistle
70	Loud	Average radio, normal street noise
60	Moderate	Conversational speech
50	Moderate	Normal office noise, quiet stream
45	Moderate	To awaken a sleeping person
40	Faint	Average residence, normal private office
30	Faint	Recording studio, quiet conversation
20	Very Faint	Whisper, empty theater, ticking of watch
10	Very Faint	Threshold of good hearing
0		Threshold of excellent youthful hearing

Big Salmon Ventures LLC / SEABA LLC

Haines, Alaska

Winter Village with Multi Season Eco-Tourism

Plan and Concept

History and Position to Date

Big Salmon Ventures LLC was incorporated in the fall of 2006. Its intent was to hold real estate that would prove advantageous to the dreams and aspirations of its members while fulfilling a need to keep properties in trust for future developments.

In 2007 Big Salmon acquired 30 acres from the Dave Ward. This property was the first acquisition of property in the valley that would help its members successfully build a commercial complex of private property to cater to ecofriendly adventure clients.

Since inception, only 9 acres of the original 30 has been short platted and sold to other private owners. Most of which are aware and support every aspect of the Winter Village and associated heliport for winter use. The remaining properties have been platted in design to help support the evolution and growth of this area into a hub for winter and summer commercial recreation.

S.E.A.B.A. LLC stands for Southeast Alaska Backcountry Adventures. We are a Limited Liability Corporation formed to provide a variety of outdoor excursions centered on Haines, Alaska. Scott Sundberg formed SEABA in 2002.

Scott has 20 years' experience with the adventure travel industry, in the state of Alaska, especially in the fields of wilderness excursions and mechanized skiing.

SEABA since then has absorbed two new partners from Montana, Nic Trimble and Ben Anderson. Mr. Trimble has provided substantial equity contributions with the addition of 2 Pisten Bully snow cats to SEABA's list of business property. He also bring a wealth of knowledge of snow-cat and snowmobile operations from his 20 years behind the wheel beginning in Colorado and ending as a director of the Montana Snow Cat Club out of Missoula Montana.

Mr. Anderson's contribution of additional capital to SEABA's current balance sheet that has allowed us to finish a snow cat shop and maintenance facility. This facility is approximately 1200 square feet of heated area and 500 sq. feet of covered non heated space. It allows us to maintain our snow cats in a warm heated environment, as well as maintain all of our vehicles and snow machines.

Ben also brings ski patrol experience from Big Sky Montana and some Alaska Heli ski guide experience to assume a direct involvement with operations.

SEABA has also recently renewed two permits, one issued by Haines Borough for heliskiing on 220,000 acres, snow cat operations, guided snow mobile, and guided backcountry ski trips. The other permit from the State of Alaska, Division of Forestry, to provide snow cat and snowmobile tours on 3800 acres of state forest lands. These state permits are good through May 2018 and can be renewed up to five years. The combination of the partners, assets, location of permits, a prime market, and our experience has created a unique situation for the further development of winter based commercial recreation in Haines.

Big Salmon Ventures LLC / SEABA LLC

Haines, Alaska

We are also very excited about introducing properties with remote cabins that will allow us to step into the eco-tourism industry, by providing independent overnight tours throughout the year for activities like hunting, fishing, wildlife viewing, snowmobiling, and heliskiing excursions.

Mission Statement

Our mission statement is simple; provide unique, catered multi-season Alaskan experiences without diluting the nature of Alaska. We believe that the independent traveler not only wants to see Alaska, but they want to experience it first hand in the company of experienced guides. We try to let Alaska do all of the entertaining while we provide expert logistics and safety. This would include comfortable Alaskan style accommodation custom tailored to the activities being experienced.

In the true form of ecotourism, we also want to provide tourism to local areas having unspoiled natural resources, with minimal impact on the environment being a primary concern.

Business Structure

SEABA is currently are a LLC formed under the Alaska Department of Commerce. Nicholas Trimble and Scott Sundberg, (principles at SEABA) formed Big Salmon Ventures LLC for the lodging and commercial services facilities. This was to allow for dilution of liability among investors. By creating these two entities, we wanted separate the guiding company from the property ownership..

The LLC has managers in place run daily operations for each company. Amendment to the Articles of Incorporation, an addition of an operating agreement will clearly define all business practices and structuring. It will also include buy sell agreements between original members and managers, and will define a base share value for the agreement. This will help delineate between liability in case of judgments handed down or death of a member.

Management Team

The management team is made up of owners/managers. This management practice is accurate and proper facilitation of the mission statement. All managers under the LLC have adequate knowledge and experience in the business we are providing. The LLC will be consistently trying to revise and adjust to the market demands as well as adjusting to important business practices and community involvement that can help the companies succeed.

Products and Services

Our products and services are finite but our intent is to expand to multiple seasons. The development of summer and fall activities, will occur within the first year; some summer activities starting in the late May of 2014. Since the idea is to utilize a business model that is mostly based on reservations and exclusivity we will need a very wide range of products and services rendered. Activities will be limited by season, but with the proper marketing, and utilization of skills, resources, and alliances pertaining to each season we believe that the over all products will remain high in quality and more easily facilitated.

Big Salmon Ventures LLC / SEABA LLC

Haines, Alaska

The following is a list of activities we have looked at offered based on the season:

Winter Dec 22nd- May 3rd:

Heliskiing and snow cat skiing revolving on a seven-day schedule. This will allow for enough time to enjoy the products offered and reflect the average vacation time at the national level. It will also provide adequate time for planning and implementation of tours. On open booking policy is difficult to plan on, especially with high-end tours like snow cats skiing and Heliskiing. The snow cat will also provide services to local and regional clients not purchasing a seven day package. However, during busy periods of the season, packaged clients will have priority.

The winter-based tours will also include activities for families that have members that do not partake in helicopter-based excursions. These will be an option for families and friends wishing to vacation together. Other activities will include snow cat based backcountry touring, snow shoeing, and groomed trails for Nordic and cross-country skiing.

At the village area next to the main lodge to the east, a small but capable slope will have short rope tow or magic carpet lift that will be available to lodge guest and the community for instructional development for skiing and snowboarding. This is only an entry level piece of infrastructure, but is essential in helping develop skiing and snowboarding skills in our local youth. The ideal age would be around 3-8 years old.

SEABA will add more snow machines to our existing fleet of 4 snowmobiles for snowmobile rentals and tours destined for multiuse areas through a University of Alaska easement east of Big Salmon Ventures property. These tours will target adults and be curtailed for group expectation.

We provide our own service and maintenance but these positions skilled mechanical and snowmobile guide positions will need to be staffed.

Our hope is to recruit younger interested employees from the local residents.

WINTER ACTIVITIES

- » Dogsledding (enlist local mushers)
 - » Snowshoeing
 - » Wildlife viewing
 - » Cross country skiing
 - » Skating (25 mile pond)
- » Ice fishing (Mosquito and Chilkat Lakes)
- » Ice climbing
 - » Ice carving (introduce Festival of Ice)
 - » Horse drawn sleighs (contracted)
 - » Horseback riding (contracted)
 - » Snowmobiling
 - » Northern lights viewing
- » Sporting clays (emphasis in proper gun handling and will be location specific)
 - » Zip trekking (Tree top and canopy course set on property)
 - » Mountain climbing/ Alpine hiking (staged from snow cat mountain)
 - » Helicopter supported activities (including heli-skiing)

Big Salmon Ventures LLC / SEABA LLC

Haines, Alaska

Summer June 1st -September 15th:

This is an extremely well visited time of year. Nearly 140,000 tourists come through Haines during this season. The excursion list open to them is very expansive and can either be provided by us or contracted out to existing outfitters that are already in business in the valley. Contracting will be done in the event that we are not in a financial position to absorb the necessary equipment to provide the excursion.

As a resident and close friend of many of the excursion operators, we believe that as long as the quality of the outfitters excursion remain high and acceptable to our standards utilizing this resource will dramatically reduce our initial capital outlay, increase our time to startup, develop good working relations, provide political support among community members, and increase our success. I will also allow us to concentrate our guiding efforts during the winter and fall seasons in which more product and services are needed.

The excursions that are currently available are: river rafting, jet boat tours, natural and culture exploration, saltwater and freshwater sport fishing, sea kayaking, mountain biking, rock climbing, wildlife viewing, and wildlife zoo tours. Several of these tours could be better developed to suit our needs, mainly specialization and exclusive use.

For example, fresh water fishing is not done from a guided boat. There are no drop of and pick up opportunities for those wishing to get into the prime fishing spots. Also lacking is the range of mountain bike tours. Currently only rentals and pavement only tours are utilized. Most flat-water rafting excursions are done on a scheduled basis with cruise ship itineraries. This does not provide the opportunity to see wildlife by float at the most probable viewing times of the day, early morning, and late afternoon. These types of example excursions point to a specialty market. We can improve existing tours and increase quality with a multi day exclusive resort. We gain the commodities of time and convenience over limited trip duration by having our lodge clientele. Those using our services from cruise ships or other short duration trips will help our cash flow by having consistent patronage on certain summer excursion, like canoeing or rafting while viewing wildlife.

Another large part of the Eco tour concept we are working towards is the development of downhill mountain biking trails within the Haines State Forest. SEABA currently has bonding and a Land Use Permit allowing for activities inside the Haines State Forest. SEABA intends to work with the State of Alaska and the University Lands to help create an extensive network of trails that allow the development of downhill and cross-country mountain biking. These trails are generally less than 6 feet wide and use all natural materials on location or other products. Existing state forest logging roads will provide for access to over 40 miles of existing trails that start ½ mile from the lodge and extend climb up to a top elevation 1600 feet in elevation.

Big Salmon Ventures LLC / SEABA LLC

Haines, Alaska



Downhill mountain biking has been a large growth industry over multiple continents for the last decade and is easily enjoyed by multiple age groups. SEABA would like to use existing trail infrastructure to attract and utilize this eco tour, while building specialty trails to accommodate specific markets. The tour is centered around health and with the Chilkat Valley's scenery as a major attraction, along with up highway weather conditions this will attract clients to the valley.

Trails will be specific to use, downhill bikes on downhill trails and existing state forest roads, and cross country and general use trails available for these specific uses.

Other growth activities could include:

- » Horseback tours
 - » Rafting and River and lake canoeing
- » Kayaking
 - » Hiking
- » Gold panning
 - » River Boat tours (contracted)
- » Midnight Sun/Solstice cultural experience
 - Aboriginal artisan activities

Big Salmon Ventures LLC / SEABA LLC

Haines, Alaska

Fall September 15-November 15th:

This period of time in Alaska is when we see the most wildlife, experience the best fishing, and watch nature prepare for winter. Three particular activities become apparent during this time of year.

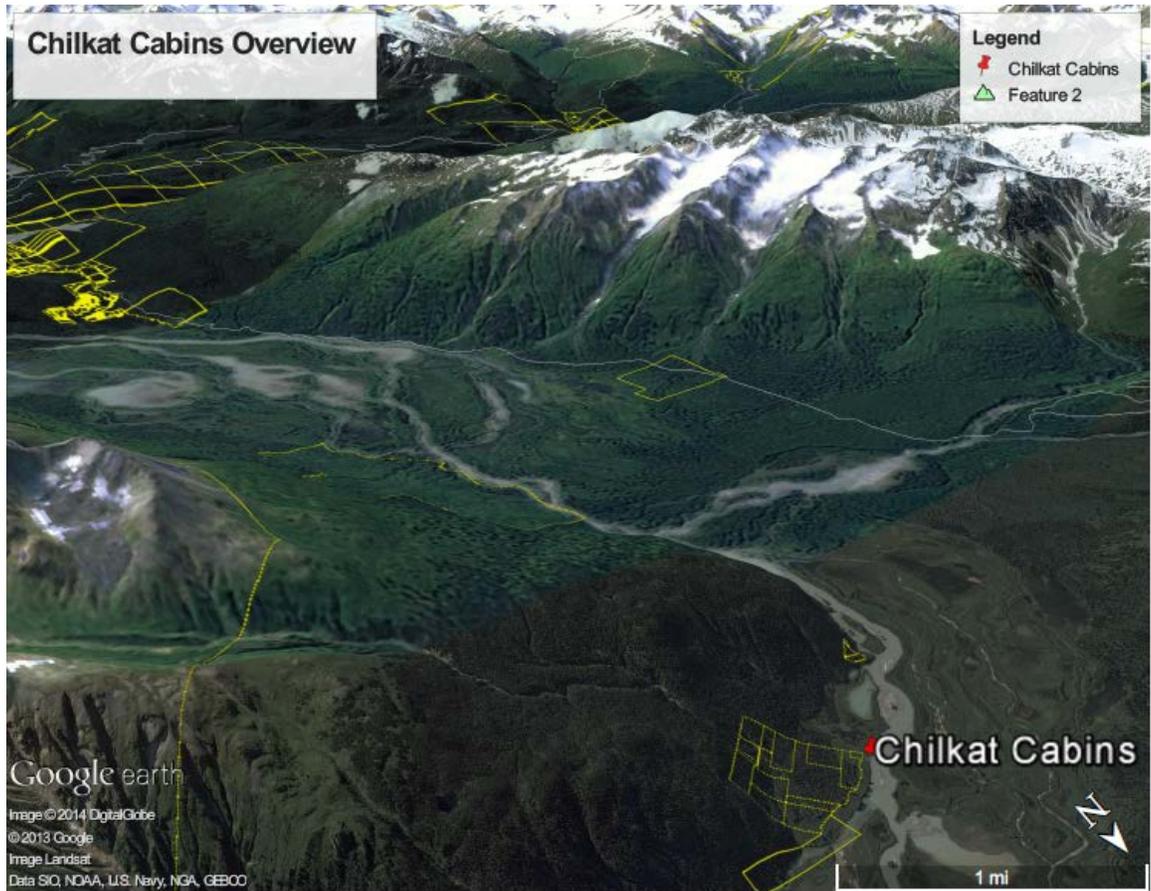
The first is the most prominent and easily marketed. This is the Chilkat Bald Eagle Congregation. Every year 3,000 plus Bald Eagles converge on the Chilkat Valley to feed on continuing spawning runs of Silver Salmon. The rivers that flow through the valley are very special. Effluent flow or upwelling creates warmer water, that keeps the water not only from freezing but it generates adequate volumes to allow salmon to spawn all the way into winter. These eagles concentrated between highway mile 33 and mile 9 in Haines allow for some of the most spectacular eagle viewing opportunities in the world.

Haines hosts the annual Chilkat Bald Eagle Festival every year in the second week of November. This attracts over 300 visitors during the darkest, wettest months of the year. We believe that this is another key component to our success. The other factor is that the primary viewing grounds are in the proximity of the Lodge, so clients will not have to be bussed extensively to viewing areas.

We also believe that with our own marketing and key lodging properties, we can attract people to a packaged product. By providing lodging to these ornithologists while they photograph and film these magnificent birds will even out our season. We project in a 2 1/2 month period 150-175 people staying at our facilities a minimum of three days each. While they are here they can enjoy the amenities of the lodge, while being centrally located in the heart of the Chilkat Bald Eagle preserve.

Bird watching in the U.S has surpassed hunting in total numbers of participants in the U.S. Bird watchers; also enjoy other wildlife, making them a perfect target market. Almost all ages can do it with out special skills and equipment. We would provide lodging, camera, and guide assistance, as well river access by float to our clients. Big Salmon ventures property is centrally located at highway mile 26 within the Chilkat Bald Eagle Preserve is 1/2 mile from the river put in. (see Little Salmon Map) Our other property is in the heart of the Chilkat River area, remotely located 15 boat miles upstream from the Wells Bridge. (See Chilkat Cabins Map) These two properties give us direct access to the Eagles and the salmon that they eat.

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Bald Eagles begin their annual migration from as far away as Washington and Oregon in late August, beginning to arrive in the beginning of September. This is a product that cannot be matched anywhere in the world. Eagles are everywhere; eating salmon right in front of you, and if you stay long enough, you can watch bears do the same as they prepare for winter.

The second is the access to Pacific Salmon; Coho, Chinook, Sockeye, Chum Salmon, along with Cutthroat trout, and Dolly Varden. These fish are in the clear water tributaries within the Chilkat Bald Eagle Preserve. Yukon residents annually traveled to Haines to fish, while less than 5% utilized rafts and other vessels to explore the river. Mostly locals and very adventurous do-it-yourself types from Canada and Southeast Alaska enjoy exclusive use of the river. Here we can provide not only freshwater fishing for Pacific Salmon and associated species, but offer bear and wildlife watching, and of course the constant presence of the Bald Eagles.

A spawning stream, Little Salmon River, which buffers our 20 acres, provides salmon for brown and some black bear. We can design and facilitate safe and comfortable bear viewing on our property and potentially state properties surrounding our property to enjoy all wildlife viewing possible.

And the final fall activity would be associated with local hunting guides, would be to generate local bear and Mountain Goat hunts from our facilities. This is a small but important and historical part of our economy in Haines. Currently 2 outfitters are registered and permitted to hunt in our valley. Through a competitive process Big Salmon can attract hunters to these permits using our multiple facilities to host them while they are here hunting. These important fall activities

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can fill in the vital gaps that will help pay for our facilities throughout the winter months, as well as support existing business as we prepare for our winter activities.

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Market Research

Our customer base is world wide. Most of the base comes from North America, approximately 60%, the remainder is coming from Europe and other global travel nations. The market has demonstrated that customers who are capable of spending considerable amounts of money on inclusive destinations resorts in all markets will travel to Haines from world wide destinations. Our current business demonstrates that our market is utilized by the affluent population, which spans generations. We have clients from the mid twenties, into their sixties. Even though heliskiing is expensive it is not uncommon for people to spend \$10,000 a week in expenses to enjoy this activity. This generally includes air travel, lodging, food, and services. We currently run \$6500 per week with moderate accommodations, and general hospitality. Add a world class lodge and the market will bear an extra \$3,000-\$3500 dollars.

When we consider our summer and fall markets, package rates will fall in total price and be competitive, but the demand for the lodge will remain steady. We feel that we can also compete with upper end cruise ship pricing for land based Alaskan vacation, with hovers around \$2800 per adult/per week. People book cruises to see Alaska and because it is easy. There is not much thought to it, clients are on the ship with all the entertainment, activities, and good food that you want. We would like to adapt to a similar model, except our ship is huge, the Chilkat Valley.

We need to promote ourselves like a cruise ship, sell to the traveler that wants their vacation planned and packaged with excellent lodging, excursions, and gastronomy. We could after start up invite the inclusive time share resort programs in, like Resort Condominiums International, or Holiday Systems Int. They can sell the down weeks that we can't sell through our own marketing. We have also considered selling timeshare ownership prior to construction. This would help alleviate immediate cash flow and investment strains.

In recognition of our products and services offered our customers should feel that the convenience of an inclusive world class lodge in Alaska is unique. This special region with well developed attractions and activities is well worth the price of a cruise or other destination resort. The Alaska Travel Industry Association reports that the age of independent tourist is slightly decreasing, becoming more financially independent, and looking for more adventurous excursions in wilderness setting while they are visiting. This sets up Haines to be a perfect destination to provide this need in the travel market.

In fact 25% of the demand in Alaska excursion is wildlife viewing, or being close to the wilderness to experience the boundless wildness of Alaska. This is the same percentage for winter as well as summer.

Customer Sensitivities

Sensitivities in the market include convenience, safety, quality of accommodations, and hospitality. All of these things are generally expected out of a business in the travel industry; however, with the potential level of affluence, when all of these are satisfactorily met, it qualifies the provider with a solid reputation that will increase demand for the product along with steady rates of return clientele and the most direct marketing which is word of mouth referral.

Competition

Alaska has a unique product and many regions in which traveler can enjoy its offerings. With a world class lodge that is focused at developing multi season excursion and attractions, we

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feel that we have an edge over our competition. Most existing lodges in the state are designed with one season; whether this is fishing, heliskiing, land based excursions, or wildlife viewing. We can develop at least three seasons and completely extend and create a different type of market that will make our product unique. Based on this we feel that yes, people will still use and utilizes other operators around the state, but because of unique setting and product we can maintain a steady flow of customers and create a better margin of return since our facilities will be booked through multiple seasons. This reduces down time and increases steady cash flow.

The most important thought to consider with competition, is that Alaska is an emerging heliski and adventure tourism market. It is still growing and expanding. We seek to take more of the market. For instance, the British Columbia Heliski and Snowcat Operators Association reports over \$125,000,000 in gross revenues for winter recreation in B.C. In Alaska operators are generating gross profits at \$7-8,000,000 .as and an industry whole, we want to grab at least 12-18% more of this market and other summer recreational markets over the next ten years.

Our efforts are helped by an increase in Alaska Tourism Advertisement funding by the state,(up to \$23 million for advertisement funded by the state of Alaska through the Department of Economic Development) turning many heads towards our region. The world is starting to look for many reasons.

Chugach Powder Guides situated in Girdwood Alaska, Valdez Heliski Guides, and Rendezvous Heli Guides in Thompson pass are the only heliski outfit in the state with their own lodge. This means that they have facilities on site.

Tordrillo Mountain Lodge, (previously of CPG) just acquired it own heli lodge in the Tordrillo Range, which is west of Anchorage. It is one of the farthest North Heliski operations, besides Greenland, in the world. It can accommodate only 16 people at its current size, and because of weather extremes it probably will only run 6 week a year, until it moves into it summer fishing services. It has very little down day activities for weather days, and is remote. Rates for this are around \$10,500 for a week.

CPG clients mainly utilize Alyeska Prince Resort in Girdwood. Prices for the 2013-2014 season are package rates starting at \$7500-\$9300 for 100,000 vertical with accommodations, and food.

Alaska Rendezvous Heli Guides is stationed out of 58 mile in Thompson Pass. This operation is outside of Valdez can accommodate up to 24 clients and has few down day activities. The operations are remote but quaint. The lodge is a refurbished older facility, but provides good services. Their prices range from public lifts for \$125 per run to \$3700 per hour of Hobbs with a 2.5 min/day contract. This equates to a 10 hour min per week at \$3700/hr = \$37000 plus lodging. Prices are similar throughout the Alaskan industry, and are roughly around \$8400 a week for semi-private heliski service.

If we look at the entire industry there is a need for lodging at most operations through out the state. This is the only way we are going to redirect that massive influx of return clients to Canada. Most clientele have grown accustom to this environment while they heliski. The nicer the better demonstrated by Canadian Mountain Holidays, Last Frontier Heliskiing, Mica Creek Heli Guides, Bella Coola, and Mike Weigle. We feel that our needs are targeting new, comfortable and tasteful with implementing newer design that take advantage of solar and passive heat pump technologies. Both of these would help create savings, but also lend themselves to the new culture of green building which customers want to support.

The lodging generally represents 15%-20% of weekly costs. This is \$1275-\$1500 per person/week. If we are servicing 20 clients/week (20% vacancy) in these lodges for 10 weeks at comparable rates, creates great cash flow

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We recognize that our add-ons excursion clients and independent travelers over the summer and fall, will generate a demand for accommodations as well, possibly creating an 60-70% occupancy rate, averaged over the 7 month of operations.

Winter Village Concept

A crucial part of the products offered by SEABA begins with the construction a functional and attractive series of buildings that is located near or at the site of adventure. These facilities would be the mother ship of the operation, coupled with our remote up river Chilkat River Cabins,(see map) clients will have more adventure options and feel catered to.

The essential idea behind having multiple buildings that are all architecturally similar to each other is to create a village atmosphere. We want the clients to feel that he is in an atmosphere that corresponds to their overall experience. These buildings would include a main lodge capable of sleeping 8-16 people, and two satellite buildings that sleep a maximum of 5 each. Our concept on full build out will also include a year round greenhouse, two covered and screened in viewing platforms on the edges of the property to view wildlife that moves though the Little Salmon drainage, and exercise studio designed for yoga, Pilates, Zumba, and Circuit training for a group of 20.

The expense of constructing this facility is the biggest outlay of capital that we are preparing this plan for. We assume that the Village and the equity derived from the facility once built will help establish long term stability for the business. Excursions will provide for part of the cash flow but the lodge will be the central attraction to the market we are targeting. Most affluent independent travelers do not want to be troubled with the hassles of making their vacation work. This has been part of the success and popularity in the growth of fractional ownership models, inclusive resorts, and cruise ships.

The Main lodge and the two satellite buildings are designed to reflect the needs and size of our customers that we are prepared to cater to. This would be the Heliskiing and Snow cat market. Heliskiing and snow cat skiing often happen in groups of 4 and twelve respectfully. Thus having at least a 12-16 room facility, with double occupancy as the original base will provide us with good ergonomics and group absorption. It will also allow us to apply for and acquire on site liquor license for the premises. This is another product that will increase our market and cash flow in the mid development stages of the business.

Other additions to the lodge are a dining facility for groups of twenty-four, capable of expanding for overflow, a commercial kitchen, and utility rooms. In addition to these rooms there is typically a central or communal room in which people can gather to enjoy the company of others. Often this is the combination of the dining, bar and grand room, a showpiece with views of surrounding ski terrain and nature.

Through out design and development of the facility we can consider additions that allow for in house services, massage therapy, spa, and other amenities that are expected with this type of facility. We have planned for cost of the main lodge to run around \$275-\$350 sq/ft. The lodge design should be attractive, unique, and of newer building technologies and practices that are green and lend itself to travelers that wish to just enjoy the lodge based on availability.

Most importantly though the Haines Tourism Management Plan that was put together by the McDowell Group in 2002 sites Haines lodging market as adequate but it references several priorities for improvement.

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"Haines lacks hotel amenities that some higher end Alaskan travelers seek such as restaurants, lounges, workout rooms or spas. The quality of the available facilities tends to vary considerably."

Haines needs a higher end option to compliment its existing tourism infrastructure. The present state of new and competitive accommodations in Haines is low. Haines has lost 40 beds from the Thunderbird Motel being torn down in 2011, and the Eagles Nest motel going to season and annual rentals.

The only real growth has been in the smaller two and three bedroom B n B's and one small lodge on that is communal in style and sleeps 16 near Mosquito lake.

The other supporting concept for the creation of the village is that there will be surrounding properties that will be available for sale that can accommodate the needs of the clients or local residents. We feel that the area is very capable of supporting new growth and services, but it must be built around the village concept. Without the construction of the village, the growth in adventure tourism linked to the area, and the conditional heliport, there probably be little growth in this area.

We feel that now more than ever is the time to add a new and refreshing product to the Haines economy that will last for generations to come.

The Village and SEABA's offerings will embody

The three main principles of eco-tourism: 1) protect and conserve nature

2) Benefit local communities through outreach and education programs

3) Incorporate interpretive programs to educate tourists and employees.

We see the Village as a community building project that will help grow the economy in Haines and the Upper part of the Chilkat Valley.

Business Strategy

Pricing Policy

Pricing will be in line with other Heliski operations in Alaska. Prices will reflect demand of the product as well as the quality of the product. Currently we feel that there are 4 other heliski operators in the state that can guarantee as much skiing as we can and are competitive with the number of skier days. If we can provide people with skiing, regardless of the weather, than we can price accordingly, and get more for this offering.

Summer pricing will have to compete with other markets, for example if we offer an excursion onboard a cruise ship, then our pricing must be competitive with other similar excursions .Pricing would also be in line with market demand for local tour pricing. However, we are confident that one of the few products we will offer to the cruise industry will be unique in character and can carry its own market. Otherwise we will serve the summer based excursion clients that are staying with us.

Advertising and Promotion

Advertising efforts are fulfilled for the heliski industry. Haines is well known in this small but active market. The ski and snowboard film industries have been promoting Haines for the past ten years. We have watched as demand for services and product has gone up 300% in ten years. SEABA actually has to turn clients away during certain periods of the prime skiing season,

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because of the availability and limited skier day. It is our hope to allow more options for our clients, so they will utilize our services through mid winter as well. Currently late winter/ early spring Feb-April 30th, has been the most reliable for the heliski clientele. Now that we can back up those clients with cat skiing, we know that they are booking earlier in the season, spreading out the demand.

There is several options for us to get our product out there to the right markets. Our competition utilizes, as we have, ski shows during the fall months to make a presence in this industry, there are approximately five shows available, on the west and east coasts, including one in Denver. To attend all of them would be difficult.

We have developed a state of the art web site with ranking profiling to help assist our current word of social network campaigns, on Face Book and Instagram. Many clients and their friends follow the conditions and skiing and activities of their friends. This is the most amicable and comfortable way to sell trip to current clients' acquaintances. We feel that by have high hit volume followed up worth great content helps sell our spots. They will do this even a few days out from them booking because of posts they see.

The other option is one we have been working on for a few years. This involves spending around \$15,000 to get advertisement with Warren Miller Entertainment. They reach a very large audience that accesses this market. Median age is 30 years, with 63% between 25-55 years of age. The High household income is \$75,000, and their median runs at \$62,501. The significant part is that 75% return to watch year after year. This is an ideal tool to focus on an ideal market. That is why cost money to host them is. However, if we are to compare, a half page add in a popular ski magazine is roughly \$3800. Multiply this by 4 issues and two periodicals and you are at about the same price, without the exposure.

This is on old style that works, however we feel that our demand is being serviced from the social networks and word of mouth audience. The expenditure above would only be to showcase perhaps new offerings, or pitch to a non face book market.

Advertising in ski and snowboard journals for winter, and travel and adventure magazines for summer is an obvious method. However for summer, we also have an option of utilizing a group called Watchable Wildlife. (www.watchablewildlife.org) This club organization is a 501 c non-profit that has exchanged board members with the American Bald Eagle Foundation in Haines.(www.baldeaglefestival.org) The foundation is responsible for the development of the Chilkat Bald Eagle Festival held first weekend in November and other events surrounding the Chilkat Bald Eagle and associated wildlife. The membership of this organization is in the millions nation wide. We could potentially access the their database of bird and wildlife enthusiasts, sending them info on our programs and how they can participate and help the foundation increase the attendance of the Bald Eagle Festival, now in its 19th year.

Wildlife viewing is the number one growth industry in the world. 2013 ATIA surveys conclude that the largest target markets are comprised of families with children that want an opportunity to see wildlife; to dedicated and adventurous retirees that have time and money to enjoy these types of activities.

This is also an opportunity to develop bear viewing on our property on the little Salmon which runs through the southwest section of the 20 acres we currently own. This type of wildlife enhancement will earn us recognition with this internationally recognized organization Watchable Wildlife.

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Location

Haines is located at the upper end of Lynn Canal in Southeastern Alaska. It is sandwiched between the cold glacially forged waterways of the Inside Passage, the Canadian border to the north, and the Glacier Bay National Monument to the south. It has an advantageous layout, as Haines sits on a south facing peninsula where several valleys connect. The Chilkat Valley runs east to west and allows for more sun to breach the mountains during the winter. This increases our sunlight and temperatures slightly during our winters.

The community of Haines lies 92 air miles north of Juneau, just a 35 minute ride by commuter plane, and is 4 hours by vehicle from Whitehorse, Yukon. The Whitehorse airport services flights from Frankfurt Germany, which some of our clients utilize often.

You can see in the maps attached explaining our property locations how the valley is laid out, and how our properties are located comparatively.

Operations

Sales and Sales Management

Sales are managed by phone, correspondence through the post, through internet sales and email correspondence. We currently have a downtown office for regional and local convenience. We have a local storefront for soft goods sales and quite possibly an online store by the summer of 2014. This will enable us to hit more consumers and provide another avenue for sales from previous clients and their friends before or after their trip.

Sales management will be coupled by one of the LLC members monitoring and making sure inventory and reservations are done properly. This involves booking clients after deposits are received, as well as keeping up with sales on the web site.

In a sales effort, once our lodge is conceptually drawn and we have financial support for construction, we intend to disperse our sales team of skiers and boarders to western state ski areas that are affluent and active in heliskiing. This would include Seattle WA, Lake Tahoe, CA, Whitefish, MT, Big Sky, MT, Yellowstone Club, MT, Aspen, CO, Sun Valley, Idaho, and Jackson Hole Wyoming. All of these places align with target markets, and have adequately skilled skiers to purchase packages. We intend to set up a program with the marketing team at these resorts. Having a presence in these areas helps make the sale. The team would consist of guides working for the company that may not winter in Haines, and other marketing managers, that can effectively arrive and help host at these venues.

Seasonally, we will create on location tours with owners and lead guides. Regional hot spots would host functions, like meet and greets to entertain and facilitate bookings with a warm friendly feel.

We have started to reach out to clients in this way by hosting in association with Stellar Media Group an Alaska King Crab Feed and Disc Golf Tournament in Stinson Beach CA. It was successful and over half of the 40 attendees are skiing with SEABA this season.

Staffing

SEABA is essentially a guiding/ outfitter. There has been a large progression towards development of individual skills for people enjoying the backcountry. Because of this the market for skilled employees in this area is significant. Not only this, but many guides are multi faceted in talents, they are seasonal, transient to the locations that provide jobs for them during certain times of year. We get roughly ten employment requests per heliski season. We recruit

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experienced guides as well as putting new guides that apprentice with us that are willing to take the time and learn the essential skills needed.

Our turnover is very low and we do hire new when needed or as we grow.

We are planning to bring this school in house this year, so it focuses more on our snowcat skiing as well. Some make the cut and others don't. Employment demands that they are adequately skilled in medical, backcountry travel, communications and avalanche forecasting. They obviously need to be talented skiers, but need to work well under pressure, remain calm and collected and have an excellent grasp of the local area and the runs that we have developed.

The growth of staff the summer excursions has already been filled for the early stage of introduction, but as we grow we are developing locals that have expressed either a desire to work in the fields associated with summer tourism or we have experienced individuals who can come run a successful and high quality excursion or program in association with SEABA.

We will also employ drivers, chefs for private catering, janitorial by contract, and dispatchers for our communications with our winter helicopter excursions.

Currently SEABA has an annual payroll of \$148,000. This payroll represents company principles, sub contractors, and part time and full time season help.

Big Salmon Ventures forecast a payroll of \$275,000 when the first stage of the lodge is complete(this does not include construction payroll)., BSV's and SEABA's combined payroll projections would be \$428,000, this would include the greenhouse and horticultural facilities to support the lodge, 5-7 full time positions and 12-20 seasonal jobs open 9 months a year combined.

Investment and Return Forecast

Big Salmon Ventures and SEABA LLC has an interest in developing a joint venture. We are looking for a small group of investors that understands potential business returns are healthy, but are more focused at developing a lifestyle business in a community that has much potential. A project like this is a great stepping stone for other financial grossing ventures in Haines once this is off the ground. It is a business that will be equitable in its real-estate holdings, and coupled with a successful local business should see 30-50% return within 5 years, with a payout of 85% in 10. We forecast that the cumulative worth of an exclusive lodge with spa, entertainment and retail facilities, 24 beds, village atmosphere, exceptional architecture, landscaping on 20 acres with permits and turn key operation to be valued around \$5,500,000 in 5 years.

Our investors are able to provide adequate funding initially for the lodge construction. This could be a total of \$2,800,000 over the next 3 years. This would finance all of the facilities and land development in stage one.

For the growth of the Village concept beyond stage one, and to take this to its final build out we would need another 1.6 million in other infrastructure and hard costs. These are to expand the retail and activity oriented structures needed to support the plan. This would include 4 more satellite cabins for personal enjoyment or commercial rental, boardwalks connecting a central retail facility, and wildlife viewing platforms.

Payroll and local expenditures on skilled labor and materials during construction of stage 1 would be around 1.6 million over the course of construction. It is BSV intent to keep as much of the money local as possible to help reinforce the green build philosophy.

SEABA LLC would lease out the lodge and fill the rooms both in the interim and after construction completion. SEABA would also be responsible for the investment in excursion hard

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costs, as well as the maintenance of the heliport, other winter and summer oriented structures. SEABA would own and operate all facets related to guiding clients. The managers of Big Salmon Ventures would also provide construction support, as they are residents of Haines, and have experience in construction development.

Executive Summary

Winter recreation in Haines, Alaska has always been a part of the local culture. Long but mild winters encourage many winter enthusiasts, both locals and visitors to enjoy snowmobiling, cross-country skiing, downhill skiing, snowboarding and snowshoeing. All of these activities are supported by adequate and steady snow. These activities are also enjoyed because of relatively mild winters, average temps in the high teens to low 20's and longer daylight hours than other northern latitude destinations like Alyeska, Alaska. As the skiing, snowboarding, and snowmobile technologies have increased so has the demand for motorized lifts that can help these enthusiasts' access new slopes where they can enjoy their activity.

Haines also is second in the state for wildlife viewing in Alaska*, and is noted by Outside Magazine as one of the top 20 places to live*, for its unbelievable beauty and access to Alaska. Haines has one large cruise ship dock, and it receives approximately 96,000 visitors a year, 40% of which are cruise passengers, while fall/winter/spring visitation is around 5,000 per year.*

Southeast Alaska Backcountry Adventures, SEABA, has been in business for 10 years bringing skiers and snowboarders to the Chilkat Valley to enjoy winter sports. SEABA accesses terrain by use of helicopter, ski plane, snow-cat, and most recently snow mobile. We also have been working as a booking agent and marketer for other excursion companies in the valley. This has provided us a chance to develop better business relations with existing companies.

Over the last 10 years good market development has occurred through the production of ski and snowboard movies. Photographic journalism, the exclusive use of industry professionals, and corporate branding in conjunction with veteran skiers/boarders has developed Haines as a winter sports destination. This market is favorably compared to Valdez, which has been described as the north shore of skiing. Large volumes of snow, a late skiing season and predictability of snow pack have supported this climb in rider ship and recognition. The demand and type of skier has shifted dramatically since the onset in 1992. For example these shifts include a skier base of 200 expert riders per season in Thompson pass in the early 90's to 12 heli operations statewide with a skier base of over 6000 in 18 years.* SEABA has been actively improving market exposure and share in Haines for the last 10 years.

Although we have seen adequate improvement in rider-ship, we are challenged with rising cost of insurance, fuel and other costs of doing business. The original business model of using existing lodging, (hotels, motels, and converted houses) has prohibited some of the more affluent and target market travelers. Also, the major cash flow associated with destination skiing and recreational activities is linked to lodging. One constant is that all of the enthusiasts need accommodations and they are an integral part of the experience. Not only do skiing enthusiasts

Annual summary by Alaska Travel Industry Association 2003

* Outside Magazine August 04

* Haines Tourism Management plan 2002

* US Heliski Association. 2012

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pick Alaska for its snow and terrain qualities, they choose it because of its mystic and elemental natural flare. SEABA has tried to mitigate these stressful points by renting historical accommodations and providing transportation to and from activities. However, the fact that rent and lease monies are not recoverable makes the long-term model inconsistent and non-successful while we still attempt to maintain adequate cash flow for off-season payments.

SEABA and BSV member Nicholas Trimble Purchased the Fort Seward Lodge to adjust to the desired market. A vast array of improvements to this old historical building over the last 7 years has led to a little bit of respite and insight into our business plan. However, because of the sheer numbers of people that we could accommodate based on historical performance evaluations the Fort Seward is not large enough nor does it have the zoning or structural ability to grow beyond 16 beds without major renovation.

Alaska is one of the world's last great frontiers; its beauty, wildlife, and cultures attract people from all over the world. Winter activities including skiing are one of the ways that can increase the visitation to Haines. To look to the future we project an 8-month season beginning in February and ending in November. During this crucial economic period we can provide activities ranging from winter recreation, wildlife viewing, sport fishing, historical and cultural exploration, gold panning, and trophy bear and Mt Goat hunts. The activities are endless. Haines lacks on location lodging that can compete with global competition and accommodate clients participating in these activities. Consistently people reach Haines, enjoy its activities but come away with the feeling that the overall experience could have been better because of the lack of tasteful lodging with inclusive amenities'. I have had several clients tell me they would utilize our services more often if we, Haines, had better accommodations.

We have seen through other similar operations in British Columbia and Alaska that lodging is the foundation for the experience. Excursions are the attraction, but lodging is vital base to the long-term economic stability and reputation of the product. It also provides a working base for the experience of a lifetime for our clients. We are preparing this document in to find other investors for a joint venture to build a variety of lodging and retail space on the 20 acres of prime property that we currently own. We wish to have an all inclusive destination resort that brings Alaska right to the client. We want the experience to be as pain free as possible and provide value added experiences while they enjoy a vast list of activities during their stay.

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① KITCHEN TO GREAT ROOM - CABIN VIEW

NTS



② VIEW TO MAIN LODGE FROM CABIN

NTS



③ VIEW TO MAIN LODGE FROM CABIN

NTS



④ MAIN LODGE GREAT ROOM AND FIREPLACE

NTS



⑤ MAIN LODGE LOFT VIEW TO GAME ROOM

NTS



⑥ MAIN LODGE OUTDOOR LOUNGE AT FIREPITS

NTS

PROJECT INFORMATION

MAIN LODGE - 4,000SF
 GOURMET KITCHEN
 DINING ROOM FOR 16
 7-10 BEDROOMS PER OPTIONAL LAYOUTS
 TWO-STORY GREAT ROOM WITH 8' FIREPLACE
 GAME ROOM WITH BILLIARDS, POKER, DARTS AND FULL BAR
 OUTDOOR KITCHEN AND BUILT-IN DINING
 COVERED OUTDOOR LOUNGE WITH BUILT-IN SEATING AND FIREPITS
 CABINS - 1,400SF - 1,800SF
 6 CABINS TOTAL
 LARGE KITCHENS WITH ISLANDS
 EXPANSIVE VIEWS FROM KITCHEN, DINING AND GREAT ROOM VIA TWO-STORY WINDOWS
 3-4 BEDROOMS
 2 1/2 - 4 BATHS
 CENTRAL FIREPLACE FOR RADIANT HEAT
 OPTIONAL DRIVE IN BASEMENT, HOT-TUB, COVERED PORCH

SHEET INDEX

A-1 TITLE SHEET, CONCEPTUAL RENDERINGS
 A-2 PLOT PLAN

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ENGINEER'S SEAL

ARCHITECT'S SEAL

PROJECT CONSULTANTS

PREPARED FOR
BIG SALMON VENTURES
 PLOT 10 SUNDBERG RD
 HAINES, AK 99827
 907.314.0445

REV	DESCRIPTION

JOB: Main Lodge 02
 DATE: 2/4/2014
 SCALE: 1/4" = 1'-0" U.N.O.

SHEET TITLE

A-1



Heliport Conditional Use Permit Public Hearing Feb 13, 2014



0 100 200 400 600 800 Feet



HAINES BOROUGH, ALASKA

P.O. BOX 1209

HAINES, AK 99827

(907) 766-2231 FAX (907) 766-2716

January 29, 2014

«First_Name» «Last_Name»

«Address»

«City» «State» «Postal_Code»

Re: Heliport Conditional Use Permit Public Hearing
Lot 10, Sundberg Subdivision II

Dear Land Owner,

Haines Borough records show that you own property within 200 feet of the above-listed property. The property owner Sundberg has requested for the Planning Commission to approve a conditional use permit to allow the installation of a helipad. The Haines Borough Planning Commission will hold a public hearing on the matter at the next regular Planning Commission meeting. The meeting will be held at 6:30 p.m. at the Haines Borough Assembly Chambers on Thursday February 13. As an owner of property within 200 feet of the above listed property you are being notified that you are invited to attend and comment at the meeting. If you have any questions on the matter please contact the Borough.

Sincerely,

Xi Cui "Tracy"

Haines Borough Planning and Zoning Technician

Phone: (907)766-2231 Ext 23

Fax: (907) 766-2716

xcui@haines.ak.us

First Name	Last Name	COMPANY	ADDRESS	CITY	STATE	ZIP
BENJAMIN	WILLIAMS	GRETCHEN ROFFLER	13000 FOSTER ROAD	ANCHORAGE	AK	99516
c/o	SUNDBERG	BIG SALMON VENTURES, LLC	BOX 1368	HAINES	AK	99827
c/o SCOTT	SUNDBERG	S.E. AK BACKCOUNTRY ADV.LLC	BOX 1426	HAINES	AK	99827
CHARLES/KANDUS	STRONG	c/o CoreLogic & Senior Exempt	HC 60 BOX 2617	HAINES	AK	99827
CHRISTOPHER	BROOKS		BOX 558	HAINES	AK	99827
GABRIELA	CORONA		P.O. BOX 390	HANA	HI	96713
KEITH P.	KAISER	BONNIE L. KAISER	BOX 1406	HAINES	AK	99827
ROBERT	GOODWIN	TERESE GUE	1616 S.GOLD ST.,STE#9, PMB156	CENTRALIA	WA	98531
ROGER	SCHNABEL	C/O HIGHLAND ESTATES, INC.	HC 60, BOX 4800	HAINES	AK	99827
RUSSELL	TAYLOR	KITTIE MARIE DARIN TAYLOR	504 L STREET	HOQUIAM	WA	98550
TIMOTHY B.	WARD		BOX 208	HAINES	AK	99827
TONY P.	WARD, Trustee	David C.Ward TestamentaryTrust	BOX 667	HAINES	AK	99827

Chapter 18.50 CONDITIOANL USE

HBC 18.50.040 Decision.

The commission shall hold a public hearing on the conditional use permit application. The commission may adopt the manager's recommendation on each requirement unless it finds, by a preponderance of the evidence, that the manager's recommendation was in error and states its reasoning for such finding with particularity. In addition, for good cause, the commission may alter the conditions on approval or requirements for guarantees recommended by the manager.

A. Before a conditional use permit is approved, the commission must find that each of the following requirements is met:

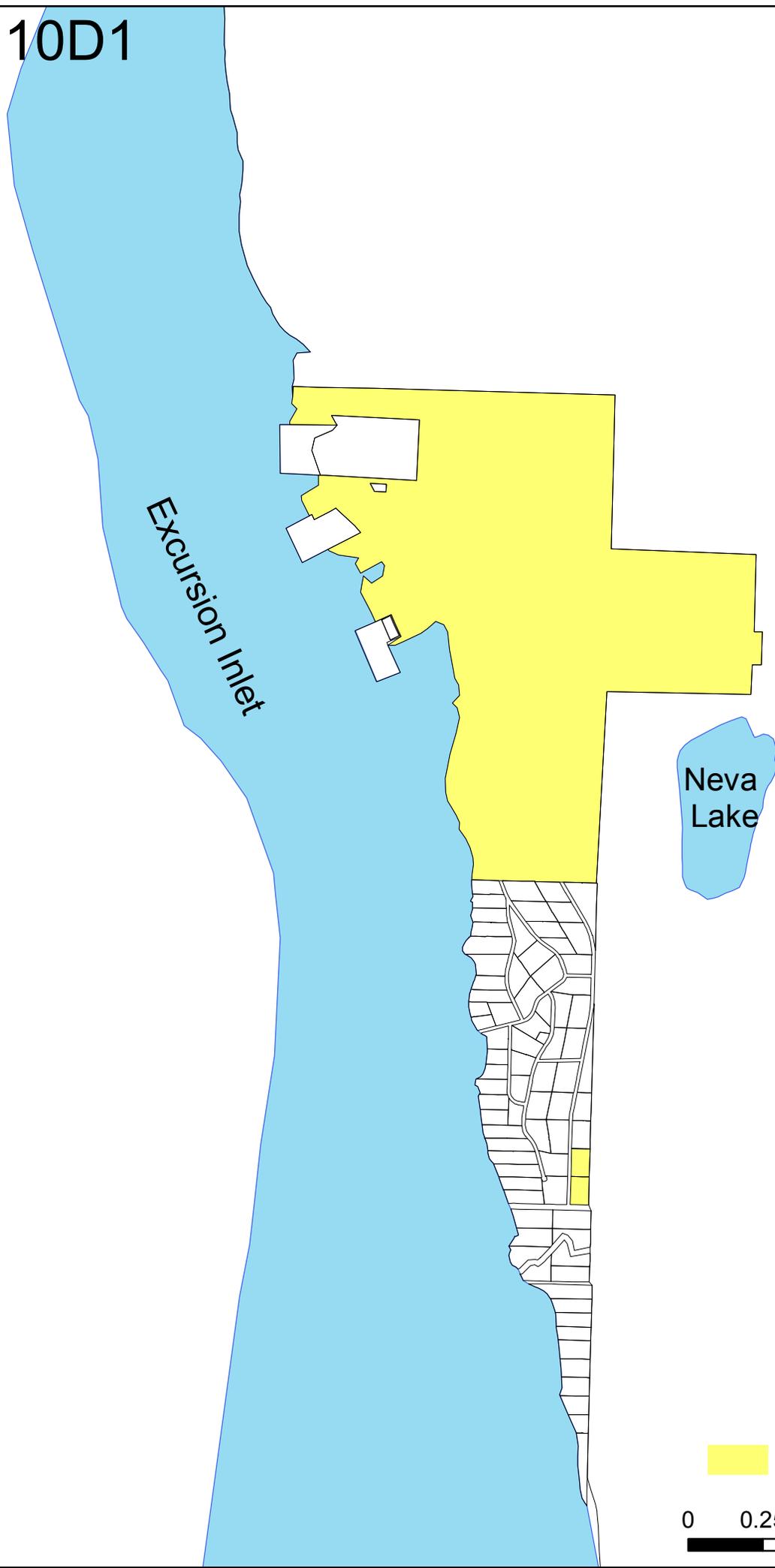
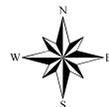
1. The use is so located on the site as to avoid undue noise and other nuisances and dangers;
2. The development of the use is such that the value of the adjoining property will not be significantly impaired;
3. The size and scale of the use is such that existing public services and facilities are adequate to serve the proposed use;
4. The specific development scheme of the use is consistent and in harmony with the comprehensive plan and surrounding land uses;
5. The granting of the conditional use will not be harmful to the public safety, health or welfare;
6. The use will not significantly cause erosion, ground or surface water contamination or significant adverse alteration of fish habitat on any parcel adjacent to state-identified anadromous streams;
7. The use will comply with all required conditions and specifications if located where proposed and developed, and operated according to the plan as submitted and approved;
8. Comments received from property owners impacted by the proposed development have been considered and given their due weight.

If the commission finds that the development implements all relevant requirements of this title, it shall issue a conditional use permit and the conditions and requirements shall be part of the approved permit. If the development does not implement all relevant requirements, or the commission otherwise determines the development is not in compliance with this title, the commission shall deny the permit and note with particularity its reasons for the decision.

B. The commission may alter the manager's proposed permit conditions, impose its own, or both. Conditions may include one or more of the following:

1. **Development Schedule.** The conditions may place a reasonable time limit on construction activity associated with the development, or any portion thereof, to minimize construction-related disruption to traffic and neighbors, to ensure that lots are not sold prior to substantial completion of required public improvements, or to implement other requirements.
2. **Use.** The conditions may restrict the use of the development to specific uses indicated in the approval.
3. **Owner's Association.** The conditions may require that if a developer, homeowner or merchant association is necessary or desirable to hold or maintain common property, that it be created prior to occupancy.
4. **Dedications.** The conditions may require conveyances of title, licenses, easements or other property interests to the public, to public utilities, or to the homeowners association. The conditions may require construction of public utilities or improvements to public standards and then dedication of public facilities to serve the development and the public.
5. **Construction Guarantees.** The conditions may require the posting of a bond or other surety or collateral (which may provide for partial releases) to ensure satisfactory completion of all improvements required by the commission.
6. **Commitment Letter.** The conditions may require a letter from a utility company or public agency legally committing it to serve the development if such service is required by the commission.
7. **Covenants.** The conditions may require the recording of covenants or other instruments satisfactory to the borough as necessary to ensure permit compliance by future owners or occupants.
8. **Design.** The conditions may require the adoption of design standards specific to the use and site.

10D1



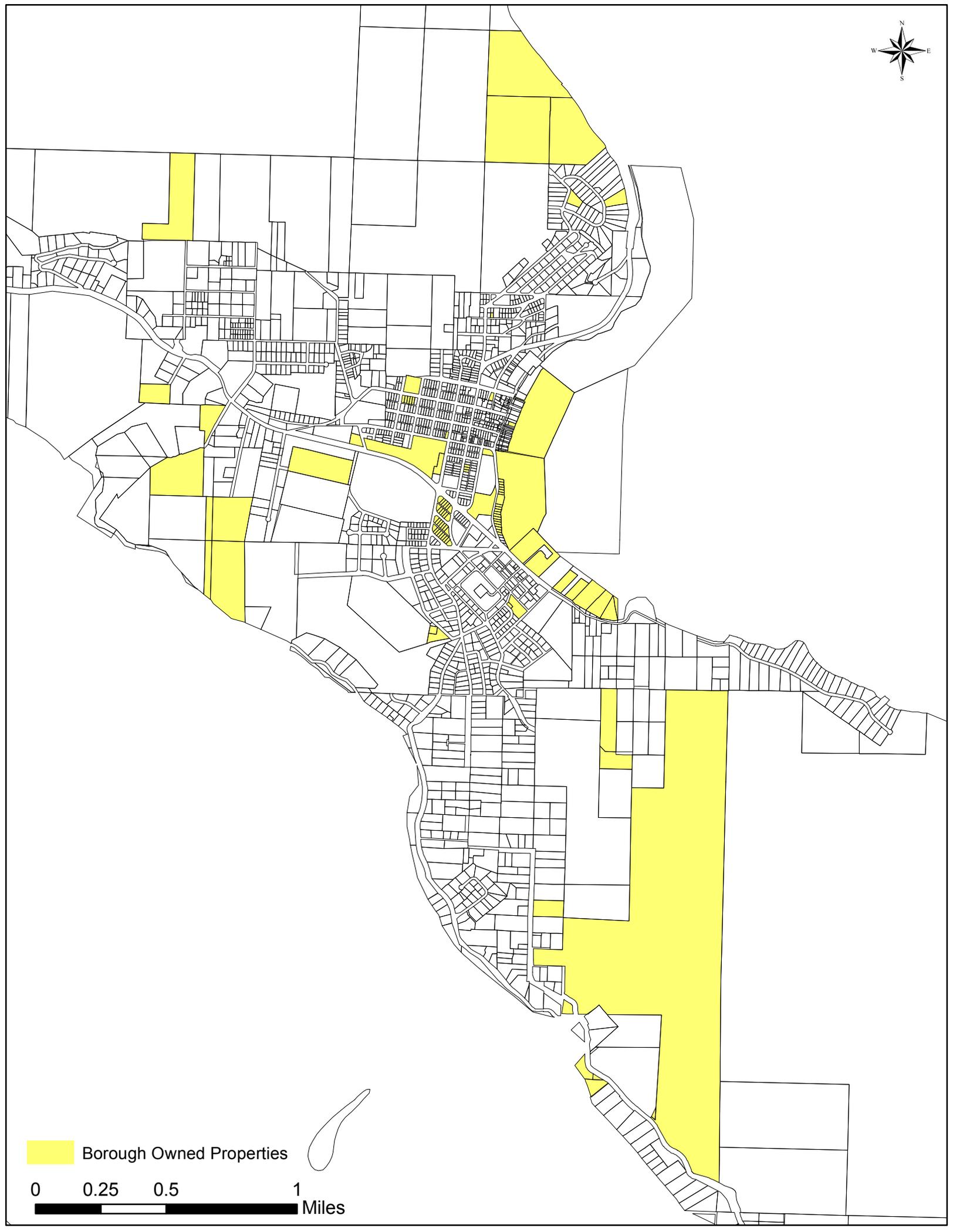
Excursion Inlet

Neva
Lake

 Borough Owned Properties

0 0.25 0.5 1 Miles

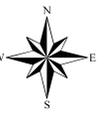




 Borough Owned Properties

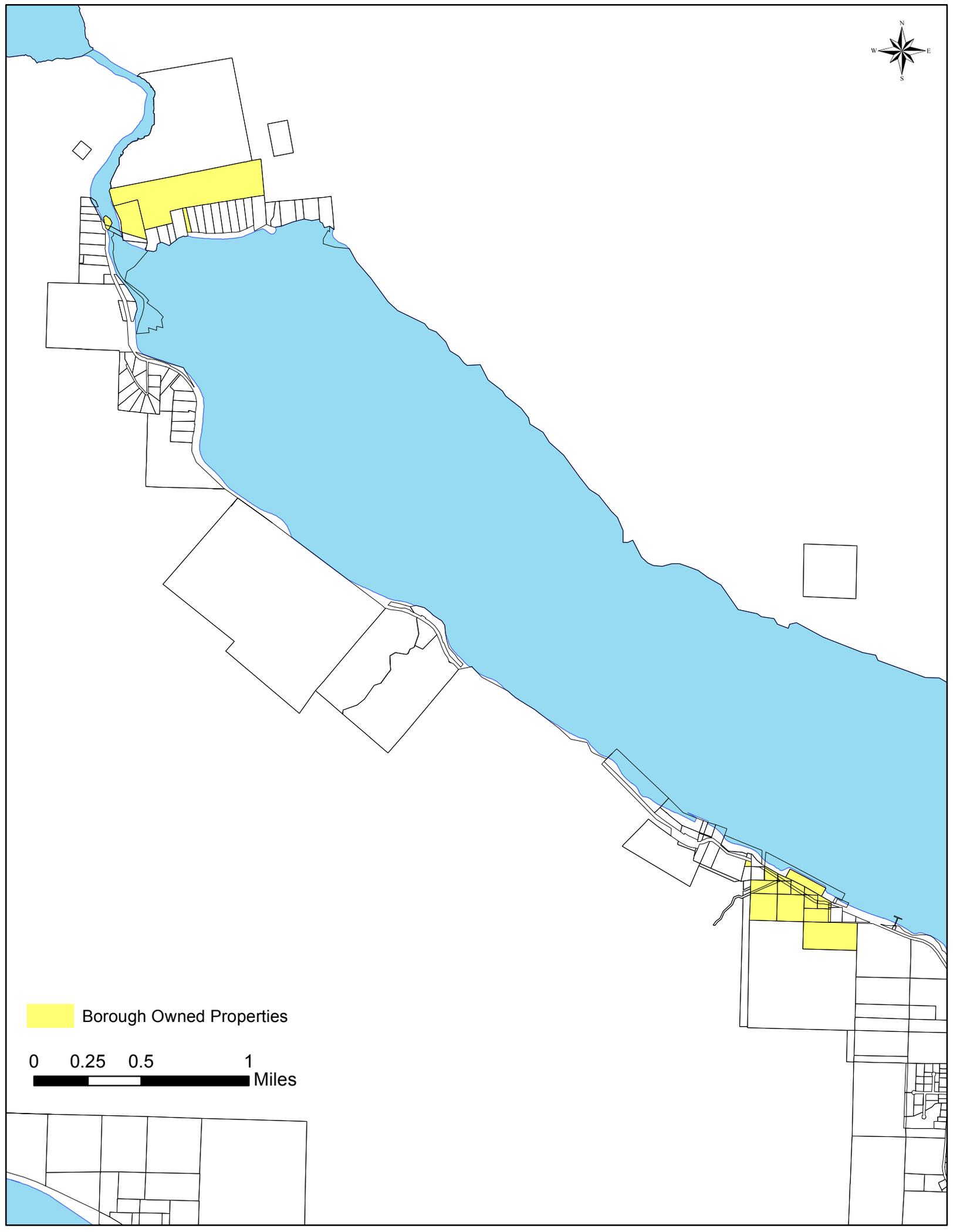
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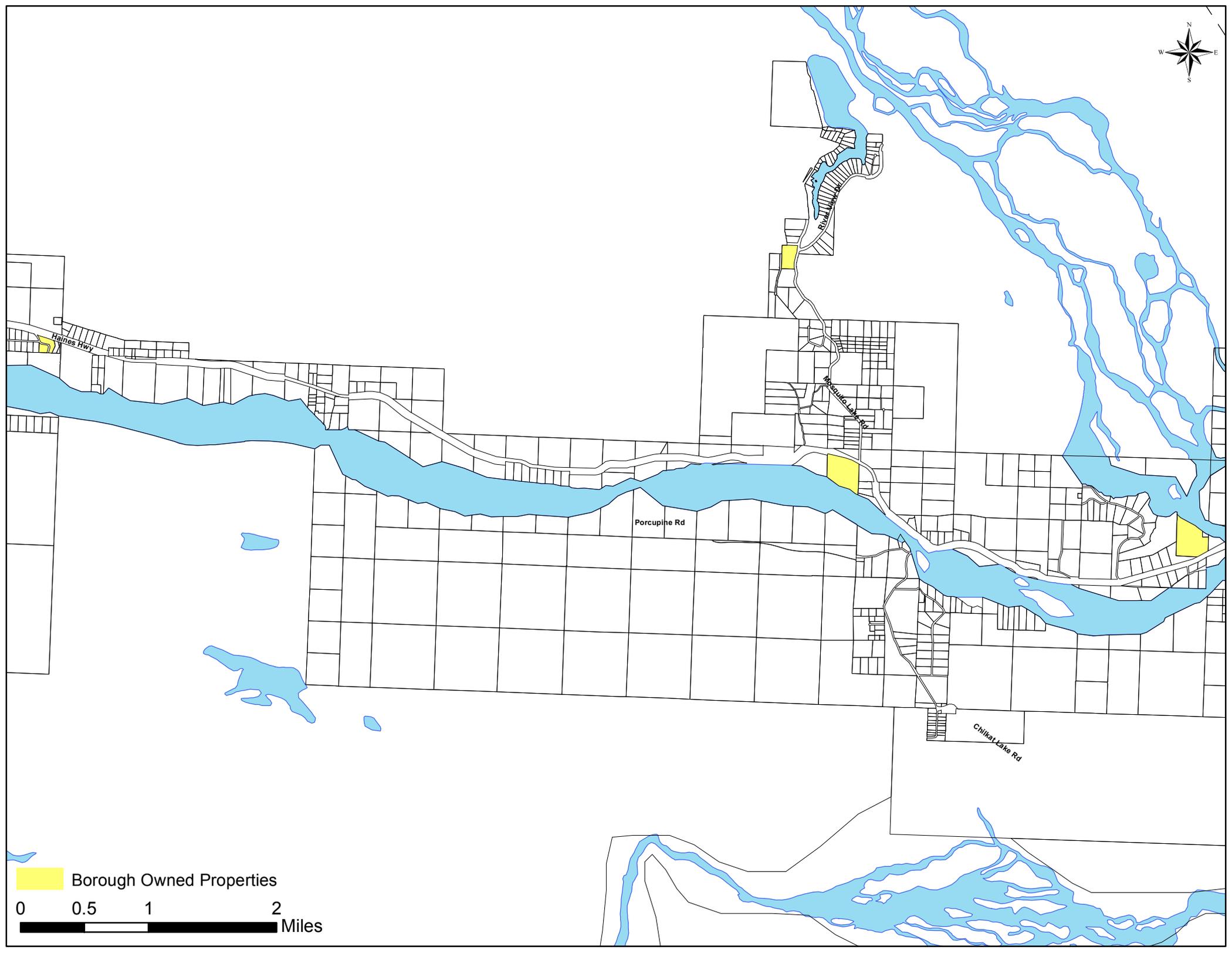




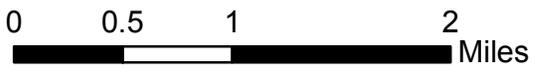
 Borough Owned Properties

0 0.25 0.5 1 Miles





 Borough Owned Properties



Borough Lands

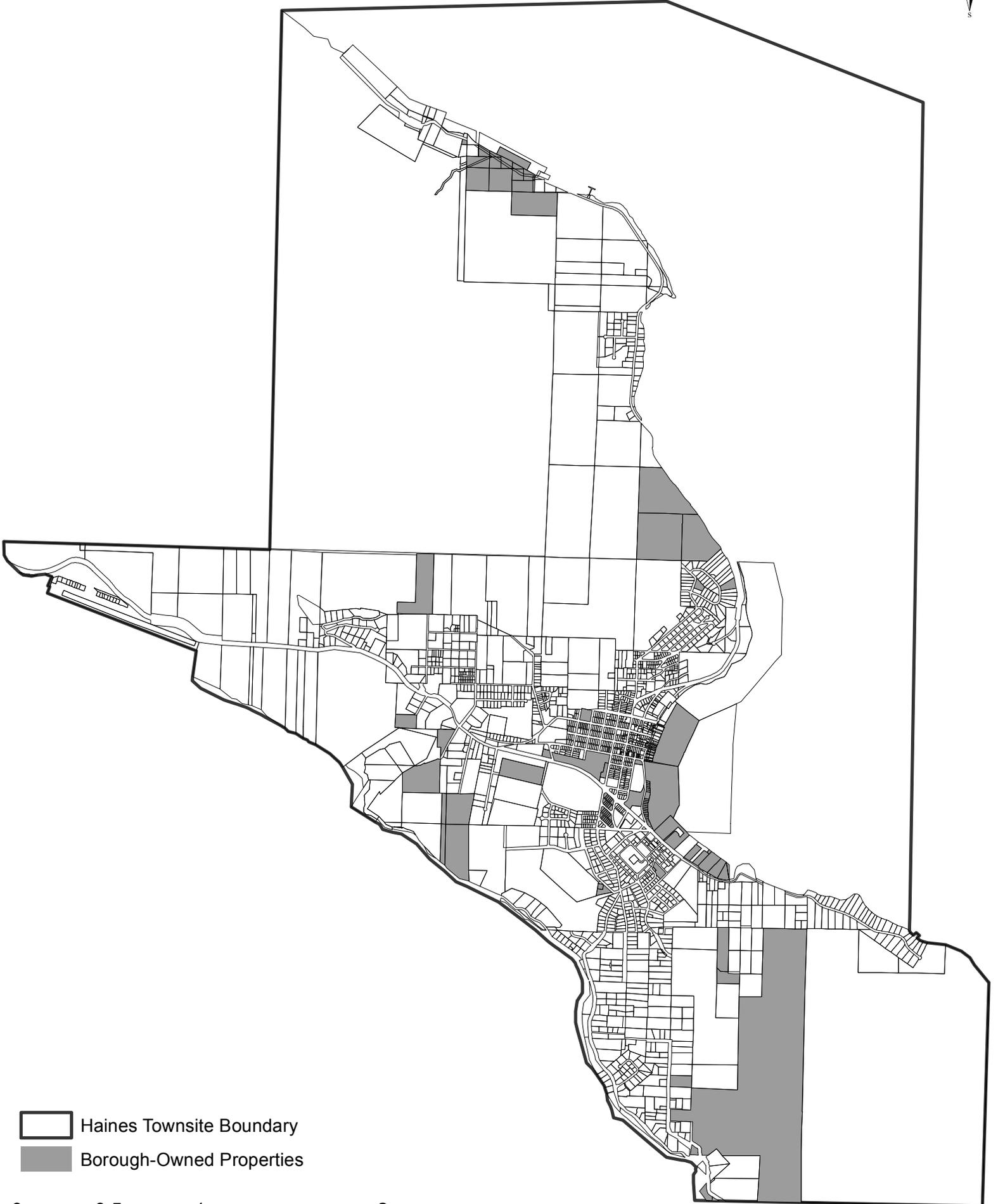
PIN	HOWNTYPE	BM	Acres
3-MLR-00-1800	BOR	Border	35.403
C-WES-00-00A2	BOR	North	5.48001
B-EXS-0C-0500	BOR	No Basemap	3.75918
C-LTR-00-0100	BOR	North	25.559799
C-LTR-00-0200	BOR	North	39.921398
B-EXS-0C-0400	BOR	No Basemap	3.73903
3-BBC-00-1500	BOR	Border	4.82478
CEMETERY	BOR	Lutak	0.795185
CEMETERY	BOR	Lutak	0.218538
BOROUGH	BOR	North	0.13023
BOROUGH	BOR	North	0.130361
BOROUGH	BOR	North	0.118324
BOROUGH	BOR	North	0.122929
DOCK&FERRY TERM	DCK	Tanani	5.14359
C-LTR-04-2930	BOR	Tanani	1.99782
C-LTR-04-2900	BOR	Tanani	0.777538
C-LTR-04-2700	BOR	Tanani	2.14862
C-LTR-04-2800	BOR	Tanani	2.51279
C-LTR-04-2920	BOR	Tanani	4.96295
C-LTR-04-2500	BOR	Tanani	0.823735
C-LTR-04-2910	BOR	Tanani	10.0504
C-LTR-04-2600	BOR	Tanani	10.0907
C-LTR-04-2400	BOR	Tanani	2.4898
C-LTR-04-2100	BOR	Tanani	20.3472
C-TNS-11-1200	BOR	North	0.192752
C-TNS-11-1100	BOR	North	0.175143
C-TNS-11-1000	BOR	North	0.172332
C-TNS-11-0900	BOR	North	0.17027
BOROUGH	BOR	North	0.258319
BOROUGH	MUS	North	0.532214
BOROUGH	BOR	North	0.134873
BOROUGH	BOR	North	0.136402
BOROUGH	BOR	North	0.137201
BOROUGH	BOR	North	0.659132
BOROUGH	BOR	North	0.24597
BOROUGH	BOR	North	0.161097
BOROUGH	BOR	North	0.211445
BOROUGH	BOR	North	0.20679

PIN	HOWNTYPE	BM	Acres
BOROUGH	BOR	North	0.148124
BOROUGH	BOR	South	2.09394
BOROUGH	BOR	South	0.488711
BOROUGH	BOR	South	1.10448
BOROUGH	BOR	Carrs Cove	1.89017
BOROUGH	BOR	Carrs Cove	0.282548
BOROUGH	BOR	North	0.164813
BOROUGH	BOR	North	0.160809
BOROUGH	BOR	North	0.214237
BOROUGH	BOR	North	0.152522
BOROUGH	BOR	North	0.15822
BOROUGH	BOR	North	0.244541
BOROUGH	BOR	North	0.156618
BOROUGH	BOR	North	0.160774
BOROUGH	BOR	North	0.156511
BOROUGH	BOR	North	0.151157
BOROUGH	BOR	North	0.162533
BOROUGH	BOR	North	0.170203
BOROUGH	BOR	North	0.15985
BOROUGH	BOR	North	0.292669
BOROUGH	BOR	North	0.181809
BOROUGH	BOR	North	0.182408
BOROUGH	BOR	North	0.17567
BOROUGH	BOR	North	0.176733
BOROUGH	BOR	North	0.162977
BOROUGH	BOR	North	0.163507
BOROUGH	BOR	North	0.155848
BOROUGH	BOR	North	0.167905
BOROUGH	BOR	North	0.165509
BOROUGH	BOR	North	0.17035
BOROUGH	BOR	North	0.150166
BOROUGH	BOR	North	0.229661
BOROUGH	BOR	North	0.161809
BOROUGH	BOR	North	0.128757
BOROUGH	BOR	North	0.16484
BOROUGH	BOR	North	0.163356
BOROUGH	BOR	North	0.159107
BOROUGH	BOR	North	0.157309
BOROUGH	BOR	North	0.164265
BOROUGH	BOR	South	0.208994

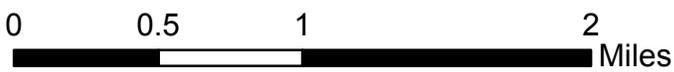
PIN	HOWNTYPE	BM	Acres
BOROUGH	BOR	South	0.170517
BOROUGH	BOR	South	3.5723
BOROUGH	BOR		0.235519
BOROUGH	BOR		399.681
BOROUGH	BOR	North	4.69559
BOROUGH	BOR	Carrs Cove	2.13659
BOROUGH	BOR	South	4.71689
BOROUGH	BOR	South	4.97801
	BOR		9.43341
BOROUGH	BOR	South	3.24009
BOROUGH	BOR	South	4.47685
BOROUGH	BOR	South	2.07919
BOROUGH	BOR	South	2.20425
BOROUGH	BOR	South	1.94425
BOROUGH	BOR	South	1.52829
BOROUGH	BOR	South	0.539241
BOROUGH	BOR	South	10.5065
	BOR	North	34.0756
BOROUGH	SCH	North	14.2581
BOROUGH	BOR	North	14.3772
BOROUGH	SCH	North	1.15361
C-TNS-17-0000	BOR	North	2.38558
BOROUGH	BOR	North	0.238365
BOROUGH	BOR	North	31.191799
BOROUGH	BOR	North	0.174873
C-TNS-11-0800	BOR	North	0.167496
BOROUGH	LIB	North	1.19374
BOROUGH	BOR	North	0.134593
BOROUGH	BOR	North	0.134366
BOROUGH	BOR	South	23.005501
BOROUGH	BOR	North	2.74756
BOROUGH	BOR	North	14.912
BOROUGH	BOR	North	19.967899
BOROUGH	BOR	North	4.92023
C-YNG-04-1300	BOR	North	0.133788
BOR	BOR	North	2.27412
BOROUGH	PRK	North	1.40308
C-LTR-00-0300	BOR	North	35.631802
C-LTR-04-2200	BOR	Tanani	5.04522
C-LTR-04-2300	BOR	Tanani	2.00732
C-LTR-04-2940	BOR	Tanani	0.463347

PIN	HOWNTYPE	BM	Acres
BOROUGH	BOR	North	23.844101
3-HHY-24-1000	BOR	Border	37.5387
3-BBC-00-0100	BOR	Border	2.86413
3-MLA-01-1000	SCH	Border	12.8309
2-LTI-00-2000	BOR	Lutak	71.290199
2-LTI-00-1000	BOR	Lutak	10.8185
2-LTI-00-1100	BOR	Lutak	1.4187
B-EXI-12-0500	BOR	No Basemap	1.23558
BOROUGH	BOR	North	0.11733
	BOR	No Basemap	858.83099

10D2

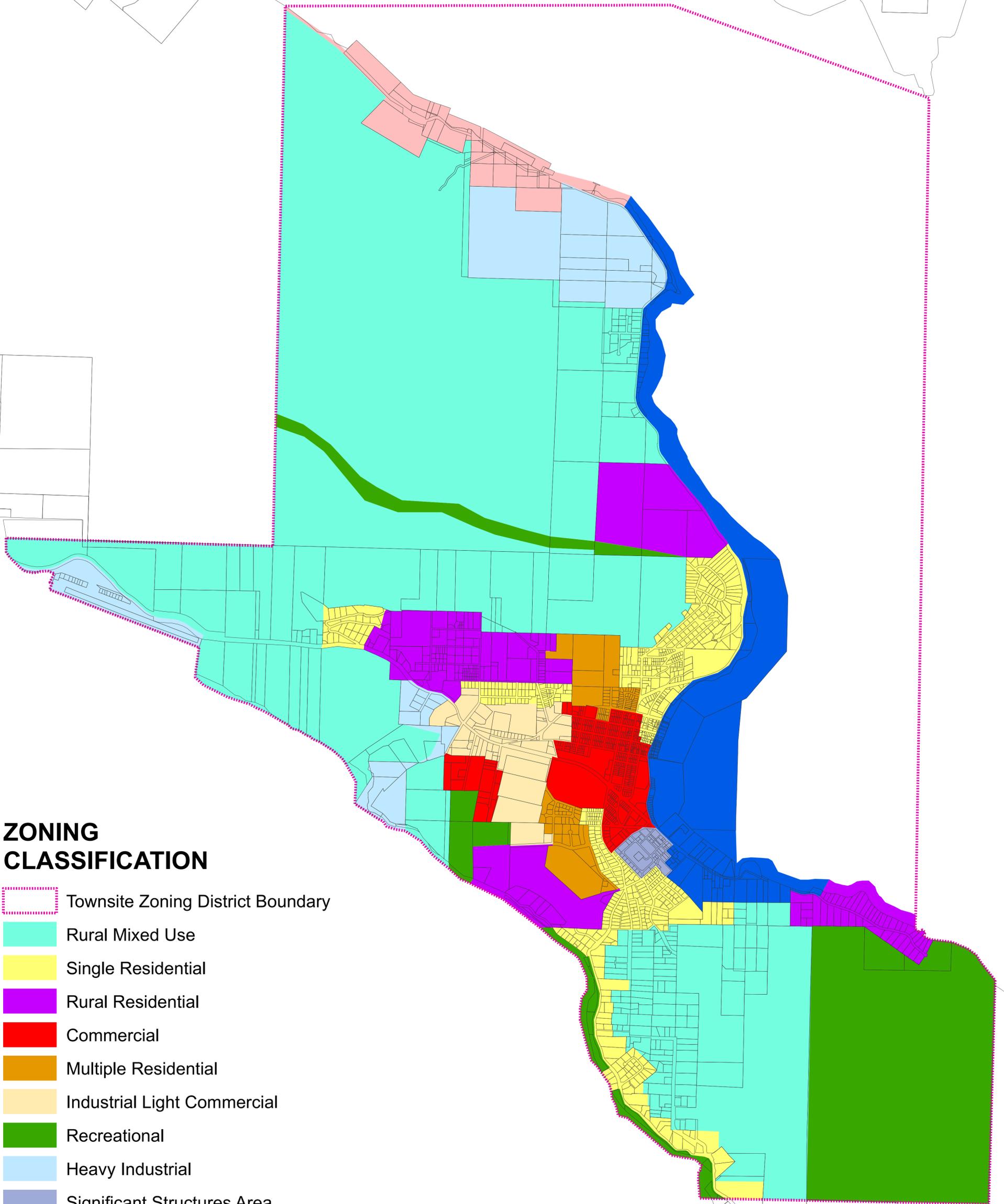


-  Haines Townsite Boundary
-  Borough-Owned Properties





Official Zoning Map of Haines Borough, Alaska Townsite Zoning District



ZONING CLASSIFICATION

-  Townsite Zoning District Boundary
-  Rural Mixed Use
-  Single Residential
-  Rural Residential
-  Commercial
-  Multiple Residential
-  Industrial Light Commercial
-  Recreational
-  Heavy Industrial
-  Significant Structures Area
-  Waterfront
-  Waterfront Industrial



0 500 1,000 2,000 Feet



 Chilkat State Park Boundary

