



March 7, 2022

M/V Malaspina, LLC
John Binkley, President
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Tom Mayer, CPPB, CPPO
Procurement Officer Department of Transportation & Public Facilities
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Subject: Letter of intent to purchase the M/V MALASPINA.

Dear Mr. Mayer:

M/V Malispina, LLC is excited to proposes a new chapter in the historic life of the M/V MALASPINA.

M/V Malispina, LLC (MVM), is wholly owned by Ward Cove Dock Group, LLC (WCDG). WCDG is a 50/50 partnership of the Spokely Family of Ketchikan through their company Power Systems & Supplies of Alaska, LLC, and the Binkley Family of Fairbanks through their company Godspeed, Inc.

The Spokely family are longtime Ketchikan residents. Dave Spokely began his career as a helicopter pilot in the 1970's and immediately fell in love with the spirit of Alaska. His son, Andrew, grew up helping at his grandparent's store, The Trading Post, one of the first shops in Ketchikan to recognize the potential of tourism. It was family owned and operated for almost three decades. In recent years, Dave and Andrew have begun several companies, including Full Cycle, Power Systems & Supplies, Remote Made Easy and the M/V Remote Supplier that provides marine services to all of Southeast, Alaska.

The Binkley family's Alaska history began when Charlie Binkley came north during the Gold Rush of 1898. A riverboat pilot, he operated boats on all of Alaska's major rivers., eventually settling in Wrangell, hauling freight up the Stikine River. His son, Jim came from Wrangell to the Interior to attend UAF in 1940. There he met his wife and together, they built a tug and barge business on the Yukon River. In 1950, they started sternwheel riverboat cruise tours which have now become one of the most popular highlights for travelers to the north. Over the years, their tour business grew from the Godspeed, a 25-passenger vessel, to the Discovery III, a 900-passenger vessel. Today, the Binkley great grandchildren run the company which is flourishing. The Binkley family also owns, operates, or has significant interests in; Gold Dredge 8, Wings Airways, Alpine Aviation, the Anchorage Daily News, Scan Home Furniture and Premium Aquatics.

M/V Malaspina, LLC, can best be described as a local, Alaskan family business. Combined, the owners of MVM have over 150 years of experience owning, operating, refurbishing, and maintaining vessels in Alaska. In Ward Cove, our families have invested over \$50 million to construct a new cruise ship dock and to refurbish and preserve the Ketchikan Pulp Mill. I serve as President of Ward Cove Dock Group and have overseen permitting, construction and operations of the port. In 2022 we anticipate close to 400,000 cruise ship guests visiting Ward Cove. We are dedicated to extending the same level of commitment in continuing the legacy of the M/V MALASPINA. With an appropriate NDA, we are willing to provide any financial information required.

Our proposal is to have the M/V MALASPINA remain in Ketchikan, AK. at Ward Cove near its current location. It is the intent of MVM to use the vessel as follows:

- A repository for the history of the Alaska Marine Highway System (AMHS). As the years pass, more and more of the AMHS history is lost. Future generations deserve to know and understand this important chapter in Alaska's history. MVM, in cooperation with Alaska Marine Highway System staff, hope to create a museum onboard the vessel to showcase the history of AMHS, beginning pre-statehood with Chilkoot Motorship Lines, to the arrival of the M/V MALASPINA as the first ferry built by the State of Alaska, and through the growth of the system to include over 30 communities across 3,500 miles. The museum will include curated historical items and memorabilia obtained by AMHS and to show the KTOO documentary featuring the history of AMHS
- Currently over 30% of returning visitors, have first traveled to Alaska by cruise ship. We want to expose the cruise visitors coming to Ketchikan of the opportunity to come back and experience the AMHS as a mode of travel throughout Alaska.

- Provide opportunities for others to visit the vessel, including local school groups as well as all Alaskans.
- Additionally, MVM will explore opportunities to work with the University of Alaska Southeast Maritime Training Center in Ketchikan. We envision being an asset to UAS for their bridge and navigation license program, engineer license program, and for AB and deckhand ratings.

To help support the significant and ongoing costs to maintain the vessel, we will find additional ways that the Vessel can support MVM's operations in Ward Cove.

We believe the M/V MALASPINA belongs in Ketchikan, as the first Alaska port the vessel visited on January 23, 1963, and the last port on December 2, 2019. Creating this museum will give us the opportunity to share the importance of AMHS with visitors and be a reminder to locals of when the M/V MALASPINA first arrived in Ketchikan, eliminating the feeling of isolation for so many Alaska coastal residents.

We would be honored to preserve the history of the first ferry built by the State of Alaska and preserve the pride that so many Alaskans have for our Alaska Marine Highway System.

Sincerely,



John Binkley, President
M/V Malispina, LLC.