



# LAKE CHELAN BOAT CO.

*Lake Chelan Boat Company  
P.O. Box 1057  
Chelan, WA. 98816*

Received  
Records Management  
Feb 6, 2024

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Washington Utilities & Transportation Commission  
621 Woodland Square Loop S.E.  
Lacey, WA. 98503

RE: Request for extension in requirement to file a general rate case by 12/31/2023

To Jeff Killip, Executive Director and Secretary,

Lake Chelan Boat Company is requesting the following extension to commission order 2 in Docket TS-200969.

As part of our previous filing on Docket TS 200969 back on 1/7/2021 the Lake Chelan Boat Company was required to file a general rate case as part of the last rate case approved on 1/7/2021.

At this time the Lake Chelan Boat Company would like to request an extension on this requirement till on or before February 1, 2025. The primary reasons for this request are as follows.

- 1) At the time of the previous rate case, it was unknown what the effect of COVID, Holden Village reduction of visitation and the effect of competition would be on the Lake Chelan Boat Company's ability to maintain and stabilize a long-term successful business.
  - a. Currently the effects of COVID are behind us but our overall customer base has declined slightly as a result. One more consistent year is being requested to insure an appropriate representation of consistent passenger's post COVID.
  - b. Holden Village has maintained a significantly smaller number of passengers since the COVID outbreak. We believe that the average of 2023 and 2024 numbers will represent reality in this area going forward and thus we need one more season of data gathering and experience to apply it to a new rate case.
  - c. Competition has begun to hurt our ridership primarily due to the fact that the Stehekin Ferry is now a boat capable of handling over 65 passengers and they have decided to market to holden village passengers in a focused manner to ensure that they get the market share of passengers traveling from Lucerne to Fields Point in the off season. 2024 will be our second full year with competition on the lake with the larger boat. With the significant impact that happened in 2023 we believe 2024 will be even greater and thus a realistic rate case analysis cannot accurately be completed without another season of data.

The passenger ferry service on Lake Chelan is becoming a much more difficult business to operate primarily because of competition and other variables as we have noted in this letter. Competition is something we endorse when the ability to increase passengers and revenue from the base business is not a fixed volume. There is however a set volume and therefore one business will always have to reduce business to maintain a stable company for years. We do not intend to reduce business if we can help it beyond minor adjustments here in there as our assets begin to change. Our infrastructure needs stability in this area to support itself.

We respectfully request your approval. If you have questions or concerns, please contact Brun Garfoot at [Brun@discoverlakechelan.com](mailto:Brun@discoverlakechelan.com) and/or Shannon Perri at [shannon@discoverlakechelan.com](mailto:shannon@discoverlakechelan.com)

Thank you for your assistance.

Sincerely,

*Reed Courtney*

Reed Courtney  
Discover Lake Chelan, LLC-Managing Member

Sincerely,

*Brun Garfoot*

Brun Garfoot  
Discover Lake Chelan, LLC-Managing Member