

Williams, Kastner & Gibbs PLLC

A NORTHWEST LAW FIRM[®]

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June 29, 2004

74325.0104

Ms. Carole J. Washburn
WUTC Executive Secretary
Washington Utilities and Transportation Commission
1300 S. Evergreen Park Drive SW
P.O. Box 47250
Olympia, WA 98504

Re: Docket No. TS-031996, In re Application No. B-079240 of Pacific Cruises, Inc. d/b/a
Victoria San Juan Cruises

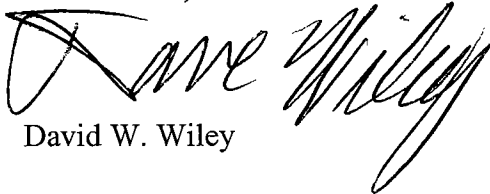
Dear Secretary Washburn:

Pursuant to Prehearing Conference Order No. 1 in the above captioned matter, enclosed please find an original and eight (8) copies of the Proforma Financial Statement of Operations as required by WAC 480-51-030.

Please contact the undersigned if you have any further questions regarding this matter.

Yours truly,

WILLIAMS, KASTNER & GIBBS PLLC



David W. Wiley

DAV:ks

cc: Polly L. McNeill, Esq.
Jonathan Thompson, Assistant Attorney General
Administrative Law Judge Karen Caille

Ms. Carole J. Washburn
June 29, 2004
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I hereby certify that on June 29, 2004, I caused to be served the original and eight copies of the foregoing document to the following address via first class mail, postage prepaid to:

Carole Washburn, WUTC Executive Secretary
Washington Utilities and Transportation Commission
1300 S. Evergreen Park Drive SW
P.O. Box 47250
Olympia, WA 98504-7250

I certify I have also provided to the Washington Utilities and Transportation Commission's Secretary an official electronic file containing the foregoing document via email to:
records@wutc.wa.gov

and an electronic copy via email and first class mail, postage prepaid, to:

Karen M. Caille
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Washington Utilities and Transportation Commission
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Dated this 29th day of June, 2004.


Kathleen Stanford

PACIFIC CRUISES NORTHWEST, INC.
2005 - 12 Month Performance
Bellingham - Friday Harbor - Victoria - Friday Harbor - Bellingham

	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	TOTAL
PASSENGER ASSUMPTIONS													
VICTORIA					876	1,939	2,595	2,854	1,801	275			10,340
FRIDAY HARBOR					150	600	600	600	600	20			2,570
RATE													
FRIDAY HARBOR (AVERAGE RTT)					36.00	36.00	36.00	36.00	36.00	36.00			36.00
INCOME													
FRIDAY HARBOR					5,400	21,600	21,600	21,600	21,600	720			92,520
VICTORIA					56,055	116,000	190,661	214,295	124,857	26,543			728,401
HOTELS					8,618	23,450	32,690	39,944	18,890	1,450			125,042
SCHOOLS					35,220								35,220
TOURS					4,346	8,563	10,784	13,323	6,387	508			44,091
CHARTERS						1,500	1,500						6,643
GIFTS					498	1,374	1,648	2,365	823	41			6,749
BROCHURES													
FOOD					3,267	5,771	7,881	8,950	5,336	381			31,786
BEVERAGE					2,086	3,971	6,029	6,528	5,505	623			24,742
NET SALES					115,850	182,228	272,763	307,005	183,398	30,486			1,096,194
COST OF SALES													
COMMISSIONS						313	182	708	530	601			2,332
HOTEL/TOUR COSTS						18,468	29,061	28,786	42,216	4,622			124,855
GIFT COSTS					1,507								2,089
FOOD COSTS					1,393	14,982	17,595	18,982	14,484	1,225	3		79,577
BEVERAGE COSTS					1,350	1,399	1,917	2,199	1,258				8,608
COST OF SALES				2,980	11,884	35,182	48,755	51,673	58,490	6,446	3	1,948	217,261

