PROPOSED EXHIBIT LIST AQUA EXPRESS LLC

WITNESS SPONSOR:

A. Darrel Bryan

- 1. CV Aqua Express Entity
- 2. Boat Illustration
- 3. Map of Route
- 4. Certificate of Inspection USCG
- 5. Time Schedule
- 6. Tariff
- 7. Dock Lease Arrangement with Argosy

B. Dave Tougas

- 8. Aqua Express Interim Balance Sheet as of June 15, 2004
- 9. Kingston/Seattle Ferry Division
 Proforma Income Statement 2004 dollars
 Years 1,2,3,4,5
- 10. Kingston/Seattle Ferry Division Ridership and Revenue forecast Year 1 by months
- 11. Kingston/Seattle Ferry Division Ridership and Revenue forecast Years 2,3,4,5
- 12. Aqua Express LLC Proforma Income Statement 2004 dollars Year 1

C. Richard Hayes

- 13. Kitsap Transit Resolution agreeing to Aqua Express Application
- 14. Uplands Agreement Memorandum outlining linkage with Kitsap Transit/Aqua Express

D. Ray Deardorf

15. Kuntz letter stating WSF lack of opposition

AQUA EXPRESS MEMBERS

ARGOSY CRUISES

Argosy Cruises is a family-owned and locally-operated Seattle company offering guests public and private cruises and Royal Argosy brunch, lunch and dinner cruises on the waters of Puget Sound. Argosy Cruises has been operating in Seattle for 55 years and has carried more than 7 million passengers.

Argosy Cruises operates 10 vessels in the region with moorage located on Seattle's Central Waterfront at Piers 54, 55, 56 and 57, an ideal location for ferry passengers. Argosy Cruises also moors vessels on Lake Union and at Kirkland City Dock.

CLIPPER NAVIGATION

Clipper Navigation, Inc., was founded in 1985 to provide year-round passenger ferry service between Seattle, Wash., and Victoria, B.C., aboard the Victoria Clipper. Since its inception, the company has expanded to provide seasonal service to the San Juan Islands, as well as the provision of contract ferry service for Navy personnel. Clipper Navigation, Inc., has owned and operated a fleet of as many as 6 vessels at a time and currently operates 3 passenger catamarans. In addition, Clipper Navigation, Inc., has become a leading tour operator for the Pacific Northwest offering tours to more than 10 destination cities.

FOUR SEASONS MARINE SERVICES

Four Seasons Marine Services is Alaska's largest private passenger ferry operator. Four Seasons Marine Services operates daily ferry service between Juneau and Admiralty Island 365 days each year. With 12 boats chartered to operators in Washington and Alaska, Four Seasons Marine Services is also Alaska's largest passenger vessel leasing company. The company also operates whale watching cruises in southeast Alaska for Royal Caribbean, Celebrity and Princess Cruise Lines during the summer season. Four Seasons Marine Services has offices in Seward and Juneau, Alaska, as well as Poulsbo, Wash.

NICHOLS BROTHERS BOAT BUILDERS

Nichols Brothers Boat Builders, who has been in the commercial boat building business for 65 years, is the industry leader in high-speed catamaran building. The company has also built dinner vessels, excursion vessels, period boats, paddlewheel steamer replicas, car ferries, tugboats, fireboats and fishing boats. In addition to constructing vessels, Nichols Brothers Boat Builders performs conversions, maintenance and repairs on vessels at its Whidbey Island, Wash., yard.

DARRELL E. BRYAN

Clipper Navigation, Inc. 2701 Alaskan Way, Pier 69 Seattle, WA 98121 206.443.2560

PROFESSIONAL HISTORY

1986 - Present

Executive Vice President and General Manager Clipper Navigation, Inc. Seattle, Washington

1972 - 1985

National Railroad Passenger Corporation (Amtrak)
Seattle, Los Angeles, Oakland, San Francisco, Chicago, New York, Washington, D.C.
Positions included Senior Director – Station Operations, Regional Director –
Passenger Service, Assistant Director – Passenger Service, etc.

PROFESSIONAL ASSOCIATIONS (ACTIVE)

- Executive Board of Directors, Seattle King County Convention and Visitors Bureau, Past Chair
- Board of Directors, International Marine Transit Association (IMTA)

PROFESSIONAL ASSOCIATIONS (TERMS EXPIRED)

- Passenger Vessel Association (PVA), Past President
- International Marine Transit Association (IMTA), Past President
- Marine Transportation System National Advisory Council (MTS)
- Advisory Board, Central Waterfront Business Improvement Area
- Canadian Tourism Commission, U.S. Advisory Board for Leisure Travel
- Port of Seattle Tourism Advisory Committee
- · Taxi Advisory Group, City of Seattle
- Delegate to the White House Conference on Travel and Tourism (1995)
- Past President, Victoria Transportation Association
- Board of Directors, Association of Washington Business
- Advisory Board, Washington State University Center for Professional Development in Hospitality and Tourism
- Executive Board of Directors, Tourism Victoria
- President of Board of Governors, The Propeller Club of the United States
- Washington State Tourism Advisory Council
- Joint Task Force on Ferries

PROFESSIONAL RECOGNITION

- Victoria, British Columbia, Business Person of the Year Award (1998)
- State Tourism Person of the Year Award (1995)

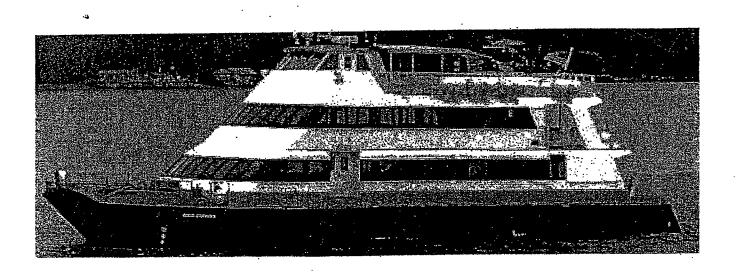
EDUCATION

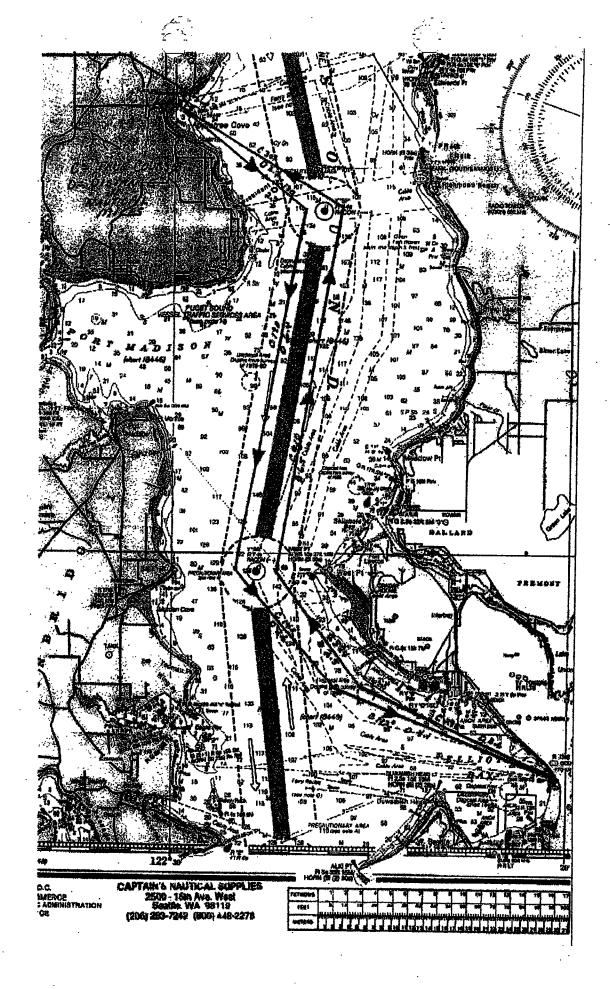
M.B.A. St. Mary's College Moraga, California

B.A. in History and Political Science Washington State University Pullman, Washington

PERSONAL

Married, with two sons







United States of America Department of Homeland Security United States Coast Guard

Certification Date: 22 Feb 2002 Expiration Date: 22 Feb 2007 **IMO Number:**

Certificate of Inspection

Call Sign Official Number Vessel Name WTS7740 Passenger (More Than 6) AQUA EXPRESS 693273 Hull Material Horsepower Halling Port **Aluminum** 2990 Diesel Reduction SEATTLE WA Net Tons Length **Gross Tons** Place Built Delivery Date Date Keel Laid R-86.5 R-87 R-59 14Feb1986 14Aug1985 FREELAND, WA I-86.5 1-243 I-100 UNITED STATES Operator AQUA EXPRESS LLC AQUA EXPRESS LLC **PIER 55, SUITE 201** PIER 55, SUITE 201

This yessel must be manned with the following licensed and unlicensed personnel. Included in which there must be 0 certified lifeboatmen,0 certified tankermen,0 HSC type rating, and 0 GMDSS Operators.

UNITED STATES

1 Master

SEATTLE, WA 98101-1991

UNITED STATES

Master & 1st Class pilot

Radio Officer(s)

Chief Engineer

QMED/Rating

Chief Mate

Mate & 1st Class Pilot

Able Seamen/ROANW

1st Asst. Engr/2nd Engr. 2nd Asst. Engr/3rd Engr. Offers

2nd Mate/OICNW

1 Lic. Mate/OJCNW

Ordinary Seamen

3rd Mate/OICNW

1st Class Pilot

3 Deckhands

SEATTLE WA 98101-1991

3rd Asst. Engr. Lic. Engr.

In addition, this vessel may carry 292 passengers, 1 other persons in crew, 0 persons in addition to crew, and no others.

Total persons allowed: 298 Route Permitted and Conditions of Operation:

---Lakes, Bays, and Sounds---

PUGET SOUND AND THE CONNECTING TRIBUTARY WATERS THERETO THAT ARE EAST OF THE BOUNDARY LINE AS DEFINED IN 46 CFR 7.145.

WHEN ONE OF THE DECKHANDS HAS BEEN DESIGNATED BY LETTER AS A SENIOR DECKHAND AS PROVIDED IN NVIC 1-91, THE MATE NEED NOT BE CARRIED. THE NUMBER OF PASSENGERS MAY BE INCREASED TO 293.

WHEN THE VESSEL IS AWAY FROM A SHORESIDE DOCK, OR HAS PASSENGERS ABOARD, OR BOTH, FOR MORE THAN 12 HOURS IN ANY 24 HOUR PERIOD, AN ALTERNATE CREW SHALL BE PROVIDED. PERSONS ALLOWED SHALL REMAIN AS INDICATED ABOVE.

"**SEE NEXT PAGE FOR ADDITIONAL CERTIFICATE INFORMATION"**

With this Inspection for Certification having been completed at Seattle, WA, the Officer in Charge, Marine Inspection, Marine Safety Office Puget Sound certified the vessel, in all respects, is in conformity with the applicable vessel inspection laws and the rules and regulations prescribed thereunder.

Ar	nual/Period	lic/Quarter	ly Reinspections	This Amender contingate issued by:
Date	Zone	A/P/Q	Signature , 🚶	1 (Notific Vegetter
28Feb2003	SEAMS	A	Peterson, Kevi	JOHN E. VEENTJER, By direction of the
-05 Mar 64	- SEAMS	Α	John Deple	Officer in Charge, Marine Inspection
-	-	-	- /	Marine Safety Office Puget Sound
-	-	-	•	Inspection Zone



Department of Homeland Security United States Coast Guard

Certificate of Inspection

AQUA EXPRESS

Page 2 of 3

Certification Date: 22Feb2002

		77.	7	1	Exams	
-	-			_	KXAIII 9 * * *	

			•
Exam Type	Next Exam	Last Exam	Prior Exam
Drydock	29Jan2006	29Jan2004	28Feb2003
Internal structure	29Jan2006	29Jan2004	28Feb2003

--- Inspection Status---

Pressure Vessels

Туре	Location	Previous	Last	Next
Air Receiver	Port E/R	_	22Feb2002	22Feb2005
Air Receiver	STBD E/R	-	22Feb2002	22Feb2005

---Lifesaving Equipment---

	Number	Perso	ons	Required
Total Equipment for		298	Life Preservers (Adult)	298
Lifeboats (Total)	0	0	Life Preservers (Child)	30
Lifeboats (Port) *	0	0	Ring Buoys(Total)	3
Lifeboats(Starbd)*	0	0	With Lights*	1
Motor Lifeboats*	Ö	0	With Line Attached*	. 1
Lifeboats W/Radio*	0	0	Other*	1
Rescue Boats/Platforms	0	0	Immersion Suits	0
Inflatable Rafts	8	200	Portable Lifeboat Radios	0
Life Floats/Buoyant App	0	0	Equipped with EPIRB? (* included in totals)	No

---Fire Fighting Equipment---

Number of Fireman Outfits/ 0 Number of Fire Pumps/ 3

Hose information

Qty Diameter Length 2 1.5 50

Fixed Extinguishing Systems

Capacity Agent Space Protected 100 Carbon Dioxide PORT ENGINEROOM 100 Carbon Dioxide STBD ENGINEROOM

Fire Extinguishers - Hand portable and semi-portable

Qty Class Type

B-I B-II

---Certificate Amendments---

Current Amendment

Port Amending/ MSO PUGET SOUND Date Amended/ 29Jan2004



Department of Homeland Security United States Coast Guard

Certificate of Inspection Page 3 of 3

Certification Date: 22Feb2002

AQUA EXPRESS

-Remarks-Completed credit hull and internal structural exam.

Port Amending/ SEAMS

Date Amended/ 14Feb2003

-Remarks-

Completed Hull Examination.

END

SCHEDULE BEGINNING SEPTEMBER 13, 2004

DAILY SERVICE: 5 days/week – Monday to Friday (No service on weekend or official State and National Holidays)

VESSEL #1

VEGGEL IF I		
	<u>TIME</u>	DISTANCE
Depart Kingston	5:30 a.m.	0.0 miles
Arrive Seattle	6:10 a.m.	15.8 miles
Depart Seattle	6:20 a.m.	0.0 miles
Arrive Kingston	7:00 a.m.	15.8 miles
Depart Kingston	7:10 a.m.	0.0 miles
Arrive Seattle	7:50 a.m.	15.8 miles
Depart Seattle	8:00 a.m.	0.0 miles
Arrive Kingston	8:40 a.m.	15.8 miles
Depart Kingston	8:50 a.m.	0.0 miles
Arrive Seattle	9:30 a.m.	15.8 miles
Depart Seattle	4:00 p.m.	0.0 miles
Arrive Kingston	4:40 p.m.	15.8 miles
Depart Kingston	4:50 p.m.	0.0 miles
Arrive Seattle	5:30 p.m.	15.8 miles
Depart Seattle	5:40 p.m.	0.0 miles
Arrive Kingston	6:20 p.m.	15.8 miles
Depart Kingston	6:30 p.m.	0.0 miles
Arrive Seattle	7:10 p.m.	15.8 miles
Depart Seattle	7:20 p.m.	0.0 miles
Arrive Kingston	8:00 p.m.	15.8 miles

FARES BEGINNING SEPTEMBER 13, 2004

A. PASSENGER FARES:

	Seattle to Kingston		
· · · · · · · · · · · · · · · · · · ·	One Way		Round Trip
All Passengers	\$5.25	\$10.50	A
Infant (under 1 year of age)	Free	Free	A
Frequent traveler – month pass	5% discount off All Passengers Fare		

B. FREIGHT TARIFF:

	Seattle to Kingston	
Each piece:	58 pounds or less	\$15.00
Each piece:	Greater than 58 pounds	\$.25 per pound

- 1. All freight will be carried on a space-available basis only. All charges are from terminal to terminal.
- 2. All freight must be properly packaged.

C. <u>BICYCLE TARIFF</u>:

·	Seattle to Kingston	
	One Way	Round Trip
Each bicycle	\$3.00	\$6.00



Share the water. Share the wonder.

1101 Alaskan Way • Pier 55, Suite 201 • Scattle, WA • 98101 • 206-623-1445 • FAX 206-623-5474

www.argosycrulses.com

Aqua Express Pier 55, Suite 201 Seattle, WA 98101

To Whom it May Concern:

Argosy will charge Aqua Express \$200 per day for use of its dock facility on the north side of Pier 56. Aqua Express will need to coordinate its dock times with Argosy to insure that Aqua Express will not conflict with the MV Royal Argosy schedule. The Aqua Express vessel cannot use dock facility during the day when it is not operating or in the evening. The term of this agreement is October 1, 2004 through September 30, 2005. In the event of labor disruption or picketing, Argosy reserves the right to cancel this agreement.

Sincerely,

John Blackman General Partner

AQUA EXPRESS, LLC Interim Balance Sheet 6/15/2004

Assets

Cash Accounts Receivable Inventory - Aqua Express Parts Vessel - Aqua Express Organizational Costs	181,900 47,500 93,600 922,000 50,000
Total Assets	1,295,000
Liabilites	
Accounts Payable Foundation Bank L-T	35,000 500,000
Owners Equity	
Partners	760,000
Total Liabilities & Owners Equity	1,295,000

AQUA EXPRESS LLC Kingston / Seattle Ferry Division Pro forma Income Statement 2004 dollars

Net Income including concessions	OTHER EXPENSES (INCOME) Charter & rents, net + tax	Operating Income	Miscellaneous	Utilities	Travel	Office Rent	Telephone	Taxes - property & other	Professional fees	Office supplies & expense	Insurance - Liability	Advertising, brochures & promotions	Payroll, taxes & benefits	SELLING, GENERAL & ADMIN.	Gross profit	Total cost of goods sold	Other vessel costs (Drug test, training, etc.)	Repairs & maintenance	Moorage	Insurance - Hull and machinery	Fuel	Crew payroll, taxes & benefits	VESSEL EXPENSES	Net revenue	Less: Commissions & refunds	Gross revenue	Other revenue	Discount Fare Revenue	REVENUE		
(248,674)	360,000	41 4, 960 111,326	6,000	4,800	5,250	12,000	4,800	30,054	34,500	11,000	56,880	68,676	181,000		526,286	826,443	5,600	152,640	114,480	18,720	251,856	283,147		1,352,729	20,801	1,373,530		446.699	926 831	2	Year 1 2
(91,329)	360,000	268,671	6,150	4,920	1,881	12,300	4,920	33,106	10,000	5,000	56,520	46,051	185,000		634,520	876,719	5,740	167,904	127,200	20,520	268,646	286,709		1,511,239	23,794	1,535,034	1	699,845	835 180		Year 2
27,054	360,000	3/1,4/3	6,304	5,043	1,928	12,608	5,043	36,057	10,000	5,125	57,600	42,266	189,500		758,527	905,927	5,884	175,536	127,200	21,600	285,437	290,270		1,664,454	26,168	1,690,622	•	768.239	922 383		Year 3
163,679	360,000	523,679	6,461	5,169	1,976	12,923	5,169	39,085	10,000	5,253	60,120	42,554	166,500		878,891	942,770	6,031	190,800	127,200	22,680	302,227	293,832		1,821,660	28,535	1,850,196	•	841.722	1 008 473		Year 4
224,804	360,000	584,804	6,623	5,298	2,026	13,246	5,298	41,180	10,000	5,384	66,600	39,221	171,500		951,182	979,257	6,181	206,064	127,200	23,400	319,018	297,394		1,930,438	30,635	1,961,073	,	883.809	1 077 264		Year 5

Total Commission and Refund expense	Commission and Refunds Expense Commission Expense Refunds	Cost of Food and Beverages (net of tax) Cost of Food and Beverages Net Concession Revenue	Total Fare Revenue	Cargo Fare Revnue	Bicycle Fare Revenue	Discount fare passenger fare revenue Full fare passenger fare revenue	Months per year	Discount Fare per paying passenger per leg Full Fare per paying passenger per leg	Percentage of Pax with discount Pax with discount Pax - Full Fare	Paying passengers per month	Operating days per month	Paying passengers per day	Percentage Infants riding free Riding infants per day	Riding passengers per day	Load Percentage per day	Vessel Fare Revenue Per leg maximum passenger Number of legs per day Maximum passengers per day	REVENUE	
61	မ မ	6 6		49	4	co co		es es										M ≺
2,545	1,163 1,382	21,921 13,153 8,768	117,064	795	3,578	11,919 112,691		5.00 5.25	10% 2,385 21,465	23,850	21.20	1,125	,	1,125	45%	250 10 2,500		Year 1 Month 1
\$ 2,204	1,002	\$ 19,972 \$ 11,983 7,989	101,025	\$ 795	\$ 3,260	\$ 16,289 \$ 96,970		\$ 5.00 \$ \$ 5.25 \$	15% 3,260 18,471	21,730	21.20	1,025	0%	1,025	41%	250 10 2,500		Month 2
\$ 2,039 \$	922 1,117	\$ 19,485 \$ \$ 11,691 \$ 7,794	93,015	\$ 795 \$	\$ 3,180 \$	\$ 21,189 \$ \$ 89,040 \$		5.25 \$	20% 4,240 16,960	21,200	21.20	1,000	0%	1,000	40%	250 10 2,500		Month 3
	867 1,061	19,485 \$ 11,691 \$ 7,794	87,450	795 \$	3,180 \$	26,487 \$ 83,475 \$		5,00 \$	25% 5,300 15,900	21,200	21.20	1,000	0%	1,000	40%	250 10 2,500		Month 4
1,817	1,006 \$	19,485 \$ 11,691 \$ 7,794	81,885	795 \$	3,180 \$	31,784 \$ 77,910 \$		5.00 \$	30% 6,360 14,840	21,200	21.20	1,000	0%	1,000	40%	250 10 2,500		Month 5
1,/05		19,485 \$ 11,691 \$ 7,794	76,320	795 \$	3,180 \$	37,081 \$ 72,345 \$		5.00 \$.25	35% 7,420 13,780	21,200	21,20	1,000	0%	1,000	40%	250 10 2,500		Month 6
1	700 s	19,485 \$ 11,691 \$ 7,794	70,755	795 \$	3,180 \$	42,379 \$ 66,780 \$		5.00 \$	40% 8,480 12,720	21,200	21.20	1,000	0%	1,000	40%	250 10 2,500		Month 7
- 1	644 \$	19,485 \$ 11,691 \$ 7,794	65,190	795 \$	3,180 \$	47,676 \$ 61,215 \$		5.00 \$ 5.25 \$	45% 9,540 11,660	21,200	21.20	1,000	0%	1,000	40%	250 10 2,500		Month 8
1,0/	588 \$ 783 \$	19,485 \$ 11,691 \$ 7,794	59,625	795 \$	3,180 \$	52,974 \$ 55,650 \$		5.00 \$ 5.25 \$	50% 10,600 10,600	21,200	21.20	1,000	0%	1,000	40%	250 10 2,500		Month 9
1,971	588 \$	19,485 \$ 11,691 \$ 7,794	59,625	795 \$	3,180 \$	52,974 \$ 55,650 \$		5.00 \$	50% 10,600 10,600	21,200	21.20	1,000	0%	1,000	40%	250 10 2,500		Month 10
1,0,1	588 783	19,485 11,691 7,794	59,625	795	3,180	52,974 55,650		5.00 5.25	50% 10,600 10,600	21,200	21.20	1,000	0%	1,000	40%	250 10 2,500		Month 11
1,00	\$ 588 \$ 783 \$ 1371	\$ 19,485 \$ 11,691 7,794	59,625	l	\$ 3,180	\$ 52,974 \$ 55,650		\$ 5.00 \$ 5.25	50% 10,600 10,600	21,200	21.20	1,000	0%	1,000	40%	250 10 2,500		Month 12
	\$ 9,176 \$ 11,544 \$ 20,720	\$ 236,746 \$ 142,048 94,699	927,169	\$ 9,540	\$ 38,637	\$ 450,540 \$ 878,992	12	\$ 5.00 \$ 5.25	35% 7,513 13,952	21,465	21.20	1,013	. 0%	1,013	41%	250 10 2,500		Total Year 1

Other Revenue Rack cards

Total other revenue

TOTAL REVENUE

Received
Jun 0 9 2004

WILLIAMS KASTNER & GIBBS

Other Revenue Rack cards	Commission and Refunds Expense Commission Expense Refunds Total Commission and Refund expense	Concessions Revenue Food and Beverages (net of tax) Cost of Food and Beverages Net Concession Revenue	Total Fare Revenue	Bicycle Fare Revenue Cargo Fare Revnue	Discount fare passenger fare revenue Full fare passenger fare revenue	Months per year	Discount Fare per paying passenger per leg Full Fare per paying passenger per leg	Percentage of Pax with discount Pax with discount Pax - Full Fare	Paying passengers per month	Operating days per month	Paying passengers per day	Percentage infants riding free Riding infants per day	Riding passengers per day	Load Percentage per day	Vessel Fare Revenue Per leg maximum passenger Number of legs per day Maximum passengers per day	REVENUE
	60 GO	w w		69 69	60 60		es es		Π							
	12,356 11,438 23,794	320,081 192,049 128,032	835,189	87,062 11,448	699,845 736,679	12	5.23 5.50	50% 11,162 11,162	22,324	21,20	1,053	. 0%	1,053	42%	250 10 2,500	Year 2
	w w	w w		es es	w w		& &						Ш			
	13,507 12,561 26,168	349,011 209,407 139,605	922,383	98,447 15,264	768,239 808,672	12	5.46 5.75	50% 11,720 11,720	23,440	21.20	1,106	. 0%	1,106	44%	250 10 2,500	Year 3
	w w	60 es		44 44	w w		₩ ₩		П			 				
	14,841 13,694 28,535	380,035 228,021 152,014	1,008,473	103,369 19,080	841,722 886,024	12	6.70 6.00	50% 12,306 12,306	24,612	21.20	1,161	. 0%	1,161	46%	250 10 2,500	Year 4
	w w	G 60		49 4A	w w		₩ ₩		Ш		Ш					
	15,816 14,819 30,635	427,539 256,523 171,016	1,077,264	124,043 22,896	883,809 930,325	12	5.70 6.00	50% 12,921 12,921	25,842	21.20	1,219	- 0%	1,219	49%	250 10 2,500	Year 5

Total other revenue

Year Year Year Year Year 5 3 4 5 5 1,120,028 \$1,229,963 \$1,340,893 \$1,451,273

TOTAL REVENUE

AQUA EXPRESS LLC

Pro forma Income Statement - Year 1 2004 dollars

2004 dollars	Kingston/	Conces-	1	Elimin-	T-4-1
	Seattle	sions	Leasing	ations	Total
REVENUE	200 204				006 024
Full Fare Revenue	926,831				926,831
Discount Fare Revenue	446,699	007.000			446,699 237,000
Concessions Revenue (net of tax)		237,000	610,000	(260,000)	250,000
Other revenue	4 272 520	237,000	610,000	(360,000)	1,860,530
Gross revenue	1,373,530	237,000	010,000	(300,000)	20,801
Less: Commissions & refunds	20,801 1,352,729	237,000	610,000	(360,000)	1,839,729
Net revenue	1,352,729	237,000	610,000	(300,000)	1,009,729
VESSEL EXPENSES					
Crew payroll, taxes & benefits	283,147		15,700		298,847
Cost of concessions sold		142,000			142,000
Fuel	251,856		26,400		278,256
Insurance - Hull and machinery	18,720		4,200		22,920
Moorage	114,480				114,480
Repairs & maintenance	152,640		12,000		164,640
Other vessel costs (Drug test, training, etc.)	5,600				5,600
Total cost of goods sold	826,443	142,000	58,300	_	1,026,743
Gross profit	526,286	95,000	551,700	(360,000)	812,986
SELLING, GENERAL & ADMIN.					
Payroll, taxes & benefits	181,000	10,000	10,000		201,000
Advertising, brochures & promotions	68,676	,	5,000		73,676
Insurance - Liability	56,880		-,		56,880
Office supplies & expense	11,000		1,000		12,000
Professional fees	34,500		•		34,500
Taxes - property & other	30,054				30,054
Telephone	4,800				4,800
Office Rent	12,000				12,000
Travel	5,250				5,250
Utilities	4,800				4,800
Miscellaneous	6,000				6,000
Total SG & A Expenses	414,960	10,000	16,000	-	440,960
Operating Income	111,326	85,000	535,700	(360,000)	372,026
OTHER EXPENSES (INCOME)	260.000			(360,000)	
Charter & rents, net + tax	360,000		25,000	(300,000)	25,000
Interest Expense	•	E00	•		25,000 96,000
Depreciation	(249.674)	500	95,500		251,026
Net Income	(248,674)	84,500	415,200	· · · · · · · · · · · · · · · · · · ·	201,020

RESOLUTION AGREEING TO THE SUBMISSION OF A WASHINGTON STATE UTILITIES AND TRANSPORTATION COMMISSION PASSENGER-ONLY FERRY SERVICE APPLICATION BY A PRIVATE OPERATOR FOR THE KINGSTON ROUTE

RESOLUTION 04-22

WHEREAS, the Kitsap Transit Board of Commissioners previously adopted Resolution 04-15 approving Kitsap Transit's Passenger-Only Ferry Plan B ("Plan B"), and;

WHEREAS, three private passenger-only ferry operators (the "Interested Operators") have expressed interest in initiating cross-sound passenger-only ferry service ("POF Service"), and;

WHEREAS, AQUA EXPRESS, LLC has expressed interest in establishing POF Service over the following route pursuant to Plan B: between Kingston and Seattle, and;

WHEREAS, the first step in the development and initiation of privately operated POF Service pursuant to Plan B is the procurement, by individual operators, of certificates of public convenience and necessity ("Certificates") from the Washington State Utilities and Transportation Commission (the "UTC"), and;

WHEREAS, RCW 81.84.020(5) precludes the UTC from considering a Certificate application prior to March 1, 2005 for POF Service serving Kitsap County unless, by resolution, Kitsap Transit "agrees to the application", and;

WHEREAS, Kitsap Transit's agreement to the application pursuant to RCW 81.84.020(5) (the "Application Agreement") is different than the agreement referred to in RCW 36.57A.100, and;

WHEREAS, RCW 36.57A.100 prohibits any person or private corporation from initiating POF Service serving Kitsap County in the absence of an agreement with Kitsap Transit as provided for in that section (hereafter referred to as a "POF Service Agreement"), and;

WHEREAS, pursuant to Plan B, Kitsap Transit has concluded the preparation of a POF Service Agreement that AQUA EXPRESS, LLC has agreed to execute should it procure a Certificate for POF Service;

NOW, THEREFORE, BE IT RESOLVED by the Board of Commissioners of Kitsap Transit as follows: Kitsap Transit agrees pursuant to RCW 81.84.020(5) to the application of AQUA EXPRESS, LLC to the UTC for the certificate authority listed above.

ADOPTED by the Board of Commissioners of Kitsap Transit at a regular meeting thereof, held on the 6th day of April, 2004.

Patty Lent Chair

ATTEST:

Cathie Knox-Browning

Clerk of the Board

Kitsap Transit

Memo

To: Kitsap Transit Board of Commissioners, Port of Kingston, KRCC staff and KRCC

TransPOL members, our partners in the public-private POF venture, North Kitsap

School District and WSF CEO Mike Thome.

From: Richard M. Hayes

Date: Friday, April 2, 2004

Re: Uplands plan for Kingston POF service to Seattle

This plan will outline the transit service and parking plan for support of passenger-only ferry (POF) service to Seattle from Kingston. It will discuss the provision of Kiss 'N Ride and bicycle usage as well. This should also serve as the uplands portion of the site-specific Environmental document for the Kingston POF project.

1. Transit Service:

- A. Small Bus service: KT has reserved one small bus for connecting transit service from park and ride lots to the ferry dock. We anticipate operating the small bus throughout the day to make crucial connections with all day BI service in Suquamish (see attached PDF called Kingston Commuter route). This would allow passengers returning to Kitsap during the day (non-rush-hour) to return to their vehicles or original journey start point during the time the Kingston-Seattle POF is not operating. While neither the route nor the program for the small bus during the day has been completely defined, it will likely also serve as a zone bus and may share both ACCESS and semi-routed service responsibilities in the general Kingston area in the mid-day.
- B. Large Bus service: We expect to also be able to divert one large bus, now carrying passengers from the Kingston area to the Bainbridge Island ferry dock, to support of the Kingston POF program. The large bus would operate during rush-hour only.

From the desk of ...

Cathle Knox-Browning
Executive Assistant/Clerk of the Board
Kitsap Transit
200 Charleston Boulevard
Bremerton, WA 98312-4199
(360) 478-6230 Fax: (360) 377-7086
E-mail: ktexecutive@kitsaptransit.com

- C. Rush-Hour service: The rush-hour service is very straightforward; the two buses will operate from the park and ride lots to the ferry with the bus serving the Bayside Church park and ride lot starting its route at the Suquamish park-and-ride lot. KT has set aside sufficient additional hours of bus service starting in September 2004 to support additional rush-hour service and all-day connecting service within Kingston and between Kingston and the BI service.
- D. Connections to other transits systems: The one unidentified piece of the service package is a connection between Clallam/Jefferson Transit service to Poulsbo, allowing their passengers wishing to use the Kingston POF to reach Kingston. We are not sure of the demand here or even if there would be sufficient demand to warrant a connection, but we will work with the other transit systems to identify this.
- E. Coordination with other Kitsap jurisdictions: KT has been approached by the NKSD and the POF-related transit activity in Kingston may also be coordinated with some school transportation activities during their peak hours of operation so that the school complexes, which are very near the POF core route, are served by transit during our hours of operation. In turn, portions of the transit responsibilities may also be served by school district operations during their hours of service. The NKSD has been very cooperative and initiated these discussions; we look forward to continuing to work with the district in ways that can only augment the baseline service KT is proposing and which is required to support the POF program.

2. Parking:

- A. KT has two major park-and-ride lots in the Kingston area; both of these were designed to support proposed POF programming in addition to general commute use.
 - 1. George's Corner behind Albertson's
 - 2. Bayside Community Church co-op lot

Each of these lots now have at least 80 to 100 spaces each available to support increased demand to the Kingston POF when it starts operating.

- B. In addition, earlier on-bus surveys of potential Kingston POF users indicates that a significant portion of those now using these two lots will continue to use them but will take the bus to Kingston instead of to BI. KT is developing a new survey that will be distributed on the buses along with the survey developed by Aqua Express (the group providing foot ferry service to downtown Seattle) in an attempt to define what level of diversion or changed destination will occur. We anticipate having 300+ parking spaces, now either empty and available or in-use, but "converted" to Kingston POF-only use.
- Commute Trip Reduction (CTR) activities: As Board members know, KT is the CTR agency
 for Kitsap County. As such, KT has vanpool and carpool programs that can support the
 Kingston POF. We also will provide significant accommodations for bicyclists, as we do at

the other terminals.

- A. Vanpools: We will focus our Rideshare activities on the passenger-ferry, and as we have some new vans arriving between now and when this new POF service begins, we expect to be able to put new vanpool vans in service and reserve parking spaces for these vanpools in the Kingston terminal vicinity.
- B. Other Rideshare: We also hope to make arrangements with the Port of Kingston, which controls the parking in the immediate vicinity of the terminal, to reserve some spaces for carpools with 2+ or 3+ riders. The history of ferry terminal service is that per-vehicle occupancy at the terminal is quite high, and we anticipate as many as an additional 100 ferry users essentially being taken care of by Rideshare options (vanpool and carpool).
- C. Bicycling: We also expect bicycling to be a significant component in this overall program. We will provide bike lockers to the Port of Kingston. We hope that lockers, in addition to the ability of many bicyclists to take their bikes with them and find adequate bike storage in Seattle, will allow between 25 and 50 riders to be accommodated in this fashion. KT will contact the local bicycle coalition to enlist its help in meeting this goal.

4. Terminal Facilities and Kiss 'N Ride:

- A. We are providing this material to WSF as we hope to continue to use the bus drop-off point on the east side of the current ferry terminal building. It works equally well with riders accessing either the car ferry to Edmonds or the foot ferry to Seattle.
- B. We will also work with the Port of Kingston to set up a Kiss 'N Ride site for POF users on the other side of the terminal and the port offices, adjacent to the park-like open space.
- C. While we do not believe Kiss 'N Ride is a good alternative at all environmentally, we accept that it is a reality and we further accept that it must be separated from the bus traffic, or KT buses would be unable to access and depart the terminal in reasonable time frames.
- D. Experience suggests at least 25 riders per day would use a Kiss 'N Ride site.

At-terminal parking:

- A. The Port of Kingston has approximately 100 paid parking spaces available at the terminal itself, and we would expect about two-thirds of this would be in use on any given day.
- B. Some riders will be able to walk to the terminal, and we would hope to participate in urban design and development activities at and near the Kingston Ferry Terminal, which should significantly increase that number.

Summary/Conclusions re: Initial Shoreside Situation

With anticipated POF ridership at 500 commuters per day, these parking arrangements, in concert with Kiss 'N Ride, CTR activities and the Port's parking will be adequate, at least initially. In fact, given all the resources listed above, we believe we have available more than 600 ferry users' worth of parking stalls, bike lockers, vanpool and carpool spaces, etc. We anticipate this number will hold us for up to the first two years of new POF service operations. At that point, we would have additional resources we could bring on-line, depending on both the rate of initial ridership and growth rates, to allow us to keep up with growth over time.

6. Near-Term Parking Augmentation:

- A. Nearby WSF lot: WSF owns a substantial park-and-ride lot site at Lindvog Avenue and SR 104, which it has repeatedly said transit could develop on transit's timetable. The lot could probably provide 300 additional spaces. This parcel could also serve for supplemental car-holding on summer weekends, to relieve the on-street shoulder back-ups that now occur and which are expected to increase. With two purposes, the design would be somewhat different, but it is not expected to be difficult to either design or build, with the exception of some small wetlands sprinkled through the property. Adjacent to the state land are two private parcels, where the owner appears willing to develop, alongside our efforts, a park-like setting with amenities for both commuters and summer weekend users.
- B. Co-op Church lots: There are several additional churches in the general vicinity, with whom which KT could have park and ride relationships. These could be used to augment parking capacity in the event initial or early demand or rates of growth exceed our current estimation.
- C. Special Event Parking: There is an issue regarding special event parking to support group ferry trips to sports or cultural events in Seattle. The issue here is that Bayside Community Church is not available on weekends and has only limited availability in the evenings. Fortunately the North Kitsap School District has again stepped forward and suggested a relationship under which middle school and high school parking areas could be used during non-use school time to support ferry service without requiring additional constructed spaces. KT will follow up on that possibility.
- 7. Follow-On Efforts: In addition to pursuing the details of the above items, KT has committed to the following efforts in support of a POF program and the POF shoreside support:
 - A. Survey: A park and ride survey distributed among our bus riders from the Kingston/Suquamish area asking how many will ride and how many who now use park and rides in that area would switch from BI ferry service to Kingston POF service as a destination. The survey will also include queries on bicycle usage and specifically questions about how many would use bikes to the terminals in Kingston, or, separately, how many would take their bikes on the ferry to Seattle for use on the other side of Puget Sound to reach their ultimate destinations.

- B. Federal waiver request: KT will provide a letter to the Corps of Engineers, coordinated with the other similar levels of support, asking for a waiver from a portion of the Corps' process so that this project can proceed expeditiously.
- C. Request for BI support: KT will ask for a letter of support from BI for this entire project and will also offer a presentation by the transit system, the Port of Kingston and the private operators to the BI City Council so the BI, which has historically been very supportive of POF can gain a better understanding of what is about to come to pass.
- D. State waiver request: KT will initiate a conversation with state Sen. Bob Oke about an interim use of the Port's transient moorage facilities (inside the Kingston port breakwater) funded by the State's Interagency Council on Outdoor Recreation. A waiver from the IAC rules forbidding commercial use of this facility may be possible if there is sufficient political support. We do not expect this will be needed at this time, but all agree it would be better to have a waiver in place in case we lose time against the schedule or have some setback after service starts.

E. Additional funds for ramps:

- 1. KT will investigate the prospect that additional federal funds might be available from the countywide portion of the regionally allocated federal sources that would allow KT, as part of its construction of the Port Orchard project, to build additional ramps (for ADA access) and then lend or otherwise provide them to this project.
- 2. The private operators have a barge which they can use for the primary landing facility, but a review of the under-water configuration indicates the barge may need to be a considerable distance off-shore and that the ramp(s) may be therefore need to be quite long and quite expensive. The requirements of the situation look remarkably similar to what KT is facing at the Port Orchard foot ferry dock, such that we may be able to simply order a duplicate ramp and short-circuit the development and construction process needed for this time-consuming (and expensive) item.
- 3. KT, accordingly, will coordinate its final design and construction activities for the Port Orchard dock with the design and development of the Kingston facility and will ask for countywide funds to assist the private operators with this expensive element of their program; (total cost approximately \$400,000) if both Kingston and Southworth need such a ramp on an expedited basis.
- 4. As with the other forms of assistance the government is providing, this cost would be considered contributed capital and would not be included in the private operators' formula for setting the fares.

Overall Conclusions

It is quite clear that, if all parties pursue their parts of this effort with enthusiasm, the current goal of initiating POF service at Kingston in the second week of September is attainable.



Douglas B. MacDonald Secretary of Transportation

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UTIL AND TRANSP.

Washington State Ferries 2911 2nd Avenue Seattle, WA 98121-1081

206-515-3400 TTY: 1-800-833-6388 www.wsdot.wa.gov/ferries

Michael G. Thorne Director and CEO

May 17, 2004

Ms. Carol J. Washburn
Secretary
Washington State Utilities and Transportation Commission
P.O. Box 47250
Olympia, WA 98504-7250

RE: Docket # TS040650

Dear Ms. Washburn,

Washington State Ferries' staff has reviewed Aqua Express' application to begin passenger and freight service between Seattle and Kingston. Although the 10-mile rule no longer applies to the movement of passengers across Puget Sound, Washington State Ferries does not object to this application for the movement of both passengers and freight.

Please contact us if you would like to discuss further; if requested staff would also be able to attend the hearing on the matter.

Sincerely,

Sam Kuntz

Chief Financial Officer

San Lutz

Cc:

Bonny Allen Rusty Fallis

