WATER SKEETER LLC, dba ALASKA WEST FREIGHT
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December 15, 2013

RE: **2014 Project Proposal** - Refrigeration for Iron Mike

To Whom It May Concern:

This document represents Alaska West Freight's (AWF) proposal to Bristol Bay Regional Seafood Development Association (BBRSDA) for potential funding to add refrigeration to the Iron Mike. AWF, owner and operator of the Iron Mike, is an Alaska Native owned company, based in King Salmon, Alaska.

The Iron Mike tenders seafood for the seafood industry in Bristol Bay, Alaska. BBRSDA acknowledges and recognizes in its Strategic Plan that chilling fish is important to sustaining the highest quality of seafood in Bristol Bay. By adding refrigeration, the Iron Mike would be better utilized in Bristol Bay for both the herring and salmon fishery.

AWF acknowledges when chilling tanks and refrigeration machinery are installed on the Iron Mike, the benefits include:

- Extending the fishing season for the Iron Mike to provide tendering during herring season
- Enabling AWF to employ more Bristol Bay residents for a longer period of time
- Improving overall quality while increasing chilling capacity in Bristol Bay fishery
- Increasing Iron Mike's tendering capacity to assist with expanding production needs of seafood processing plants.

Currently, the Iron Mike is underutilized as totes and ice are now being used to transport fish. AWF estimates refrigeration equipment will increase total transportation capacity from 70,000 lbs. of seafood to 200,000 lbs.

This proposal acknowledges AWF management has read BBRSDA's strategies and bylaws. AWF's proposal addresses BBRSDA's Strategy #1 – Improve Quality and Value by providing additional chilling to the Bristol Bay fishery.

AWF estimates the total project cost of adding chilling tanks and refrigeration to the Iron Mike at $100,000. Additional support could be obtained from AWF's primary customer Copper River Seafood.

AWF estimates the project to be completed before the summer 2014 season if funding were available.

We remain confident AWF's proposal reflects the strategies and objectives of BBRSDA and this project will strengthen the Bristol Bay fishery.

Sincerely,

Thomas Beard
General Manager
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