

Alaskan Dream Cruises

Presenter:
Jamey Cagle, Senior Vice President



Who is Alaskan Dream Cruises?

- “ An affiliated company to Allen Marine, Inc. (1967) and Allen Marine Tours, Inc. (1970)
- “ Sitka-based, family owned and operated company.
- “ Native Alaskan owned company.
- “ Started small cruise ship operations in June 2010, with first cruise in May 2011.



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Starting Alaskan Dream Cruises

- ” Planned for years prior to starting.
- ” Desire to diversify company.
- ” Keep it local.
- ” Inclusive product.



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Growing the business

- ” 2011: 1 vessel in operation
 - ” 500 passengers served
 - ” 25 employees

- ” 2012: 2 vessels in operation
 - ” 1,100 passengers served
 - ” 50 employees

- ” 2013: 3 vessels in operation
 - ” 1,900 passengers served
 - ” 80 employees



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Alaskan Dream Fleet

Alaskan Dream

42 Passengers | 21 cabins | 104 ft



Admiralty Dream

58 Passengers | 29 cabins | 143 ft



Baranof Dream

49 Passengers | 25 cabins | 144 ft



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What do we do?

- “ 7 day to 13 day cruises.
- “ Highlight ports of call, culture, nature and wildlife.
- “ Education: Work with local tour operators as well as having a Scientific and Cultural Expedition Leader.
- “ Culinary: Chef inspired cuisine, featuring many local products.



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Where do we go in Southeast Alaska?

- " Sitka
- " Juneau
- " Skagway
- " Ketchikan
- " Haines
- " Hoonah
- " Glacier Bay
- " Misty Fjords
- " Tracy Arm
- " Hobart Bay
- " Kake
- " Hidden Falls
- " Petersburg
- " Wrangell
- " Coffman Cove
- " Thorne Bay
- " Kasaan
- " Metlakatla

... and everywhere in between.



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Who are our customers?

- ” Primarily American
 - ” Strong Australian & New Zealand market.
- ” Typically 50-65 years old
- ” Well-traveled
- ” Charter and Incentive groups
- ” Family Cruises
- ” Typically spend 1 night pre or post cruise.
- ” Looking for education and experiences.



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What do we buy locally?



Services: Fuel, Laundry, Moorage, Lodging, Maintenance, Excursions, Transportation, Travel Agents, etc.

Goods: Seafood, Jams, Jellies, Syrups, Shampoo, Soap, Lotion, Chocolate, Sea Salt, Gift Shop Items, etc.

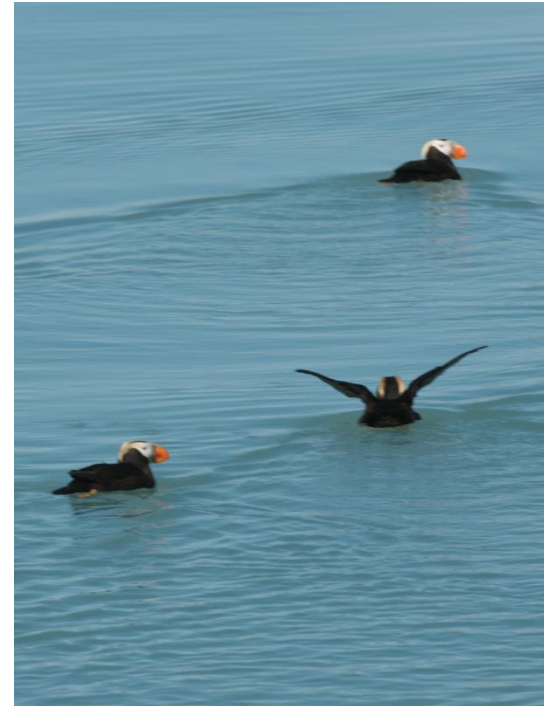
... just to name a few.



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Where are we going from here?

- “ Looking at expansion opportunities.
 - “ Purchase existing vessels
 - “ Build new vessels
- “ Listen to our customers for direction.



Thank you to our Southeast friends and neighbors for your support in this endeavor.



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