

To: Port of Friday Harbor Staff

Att: Todd Nicholson

Summary: Please accept this narrative and corresponding information as my formal submittal for a land lease on Weber Way. I would like to opportunity to continue due diligence in the first quarter of 2023 to determine if leasing this land and building a shop for my businesses San Juan Island Outfitters and San Juan Safaris is feasible.

Brief: San Juan Island Outfitters LLC, San Juan Safaris LLC, and Brian and Rachel Goodremont are interested in researching the feasibility of building a warehouse on Weber Way. The main purpose of the building is to:

- Store sea kayak, bicycle, and expedition equipment to support business operations and the staging and logistics of operations 3-10 day expeditions
- To provide a commercial kitchen to support 3-10 day expeditions
- To create office space for the administrative staff of daily business operations
- Outdoor storage and parking for company and employee vehicles that conduct expeditions and day trips
- Create a maintenance location for vehicles and vessels

Business Summary: San Juan Island Outfitters LLC conducts sea kayak day trips, sea kayak expeditions of 3-7 days, water sport rentals, bicycle tours, multisport tours, and custom sightseeing tours here on San Juan Island. We also operate hiking and multisport tours in Olympic National Park, Mount Rainier National Park, and North Cascades National Park. Our San Juan Island business location at 768 Douglas Road is the center for storage, planning, and logistics for all of these expeditions. We currently have indoor storage for outdoor expedition gear, bicycles, indoor/outdoor storage for 80 kayaks, outdoor storage for 12 vans, 12 trailers, miscellaneous trailers for small vessels, paddle boards, pedal boats and more. Additionally we have a commercial kitchen which supplies food for over 400 expeditions each summer, and office space to conduct logistics and support for all of these tours.

In addition to the space required for San Juan Island Outfitters equipment and staff, San Juan Safaris LLC houses many supplies to support out whale watch operations including replacement parts for each vessel, lifesaving equipment, miscellaneous parts, tools and work benches and general logistics support.

Project Goal: San Juan Safaris LLC and San Juan Island Outfitters LLC are wholly owned by myself Brian Goodremont and my wife Rachel Goodremont. When we built our current shop in 2010 we were the owners of San Juan Island Outfitters LLC only, and our business needs were much different. Since 2008 San Juan Island Outfitters LLC has grown by four times in gross revenue, employees, and the equipment necessary to conduct our tours not only in the San Juan Islands but throughout Washington State National Parks. Additionally in 2013 we purchased San Juan Safaris LLC from Bill Wright and Colleen Johansen which has also grown by over 100% since the time of purchase.

Our Building Goals: Brian and Rachel Goodremont as owners of both San Juan Island Outfitters and San Juan Safaris LLC are pursuing due diligence and feasibility to develop a 4000+- square foot multi-use warehouse that will replace the existing space. Our new warehouse will have a large warehouse space

where equipment can be stored in a climate controlled and insulated, pest free environment. This includes all of the expedition related gear (everything from bear cannisters, stoves, sleeping bags and tents). We also need indoor space for bicycles, sea kayaks, and other larger assets. Additionally the shop will have bay doors for loading and unloading for expeditions. One of the bays may be used not only for loading and unloading for expeditions but also for maintenance on the vans and trailers themselves. Our build may incorporate plans for a mechanic well, or future vehicle lift system. In addition to warehouse space for equipment the new space will need to have a commercial kitchen. Finally the new warehouse space will need to have a separate office space for office staff and logistics. We anticipate that the building will be about 65% warehouse, 20% kitchen, and 15% office.

Building Details: Our current plans for the building would be a Texmo Style steel building. The building can be designed to be mostly open warehouse or designed and engineered for a second floor for future office or multi-use space. The current plan is for a building that is roughly 80-100 feet in length and 40 feet wide with 3 large roll up doors leading into a warehouse space for gear storage. A finished space would be designed for the commercial kitchen, and another finished space for the office. The plans may be engineered for future second floor. The plans would be designed to have a loft above the finished kitchen and office space to provide additional storage and usable space.

Future Considerations: When I originally explored the possibility of building a new warehouse on Weber Way one of the considerations and incentives was the possibility of this multi-use warehouse being a space that could provide staff housing. It is my understanding that under FAA regulations seasonal or transient housing is allowed on this property. While the current feasibility study and planning does not include a housing component in this warehouse, I would like to introduce the topic as a discussion item for future development. As the commissioners and staff know, affordable housing is a challenge on our island. I employ 10 FTE employees, and an additional 40 Full-Time Seasonal Employees. In order to house all of my seasonal staff each year we purchased a rental property, lease property from Roche Harbor, and typically lease two other properties for the summer. It is a real hardship for employers like myself and next to wages/salaries, insurance, fuel, equipment housing is the largest expense for my business. Since seasonal employees cannot afford the rates being charged for seasonal rentals by homeowners, by businesses often pay twice fair market value for monthly rentals in order to secure housing for staff, and subsidize those rent payments to make working on the island more affordable.

The inability of small businesses like mine to house FTE's and Seasonal Staff is economically harmful. Revenues spent on subsidizing housing and housing projects impacts our ability to conduct our normal business operations by directing dollars that could be used to pay down business debts, create new jobs, increase wages, purchase modern equipment, or expand operations is being spent on housing.

My future warehouse space could be an example of supporting small business in the creation of a multi-use space warehouse that may include future housing. I am not proposing at this point that my proposal include the housing component, however it is a topic that I will be continuing to explore during feasibility.

In closing thank you for the opportunity to discuss the feasibility of a warehouse build on Weber way for my businesses San Juan Safaris LLC and San Juan Island Outfitters LLC. I look forward to working with staff during the first quarter of 2023 to determine the feasibility of leasing land on Weber Way for this project.

Addendum to Port of Friday Harbor Land Lease Proposal:
San Juan Island Outfitters LLC, San Juan Safaris LLC, Brian and Rachel
Goodremont

To: Port of Friday Harbor Staff and Commissioners

Summary: Please accept this addendum and attach to my original proposal for a land lease discussion.

Commissioners and Staff. It was brought to my attention that I my original proposal format did not directly address the questions in Section II of the guidelines for proposals. Thank you in advance for accepting this addendum to my original proposal which will address those components. I'd also welcome the opportunity to discuss how my business plans support the guiding principles in Section 1 which are also found in my narrative.

Section II

1. San Juan Safaris LLC, San Juan Island Outfitters LLC, and Brian and Rachel Goodremont (referred to as SJS forward) is proposing to lease approximately 1.0 acres of land on Weber Way between the current lease holder at the corner with airport way and Skagit Valley College. The final determination of the size of the land lease we are seeking will further be investigated during our continued feasibility and research. To create enough green space, required stormwater solutions, parking, and egress that proposed size may grow or shrink. We do not yet have a full site plan or proposed drawing for the building location.
2. Our intended use for the land lease is to build an operations warehouse to support our sea kayak, multisport, and whale watch tour businesses. This warehouse would be approximately 4000 square feet and contain a small office, large open warehouse space to store equipment, and a commercial kitchen. The current plan is for a single story building with sides between 14-18 feet. Part of the warehouse may have a mezzanine over the office space and kitchen to maximize space. The current drawings from Alvord Richardson have support for a mezzanine. The plans can also be modified for a full second floor.
3. The Port's property is desired for several reasons:
 - a. I have been looking at commercial real estate for the past two years and there are very few commercial parcels on the island available for sale. The lots that I have found do not meet our needs because they are too small, or too expensive. With the forecasted economic slow down more commercial land is becoming available but the cost of entry is still too high. A small business like mine cannot afford the high cost of commercial real estate plus the high cost to build.
 - b. There is a shortage of commercial land on San Juan Island for sale, and especially near town which is ideal for a business like mine
4. Rachel and I started San Juan Outfitters in 2008. Having been a seasonal guide and captain since 2008 I was not making a living wage on the island. I had to start my own business in order to make a living wage job. Creating living wage jobs in this field became one of my goals as a business owner, so that young outdoor professionals could make a living as outdoor professionals. Fast forward to 2023. San Juan Outfitters has grown from two owner/operators with 12 seasonal guides to providing 7-10 Year-Round FTE jobs and 40-45 seasonal jobs starting

in March, peaking in July, and running through October. Many of my staff become year-round residents and I love to share these examples because they become part of the community fabric and contribute immensely, and I'm proud they got their start with me. Since I have the opportunity I'd like to boast that alumni of San Juan Safaris and Outfitters currently work full time at Island Rec, San Juan County Land Bank, San Juan County Public Schools (elementary and middle school both full-time teachers, teacher's aids, and substitute teachers), San Juan County Environmental Stewardship and Marine Office, San Juan County Fire and Emergency Management, University of Washington, and so many others! So It's not just the full-time jobs that we've created although I'm very proud of that. It's the full-time staff and the alumni that stay and continue to grow the community in different ways. They provide services, purchase homes, build homes, teach children, nurture our community and environment and become leaders in our community.

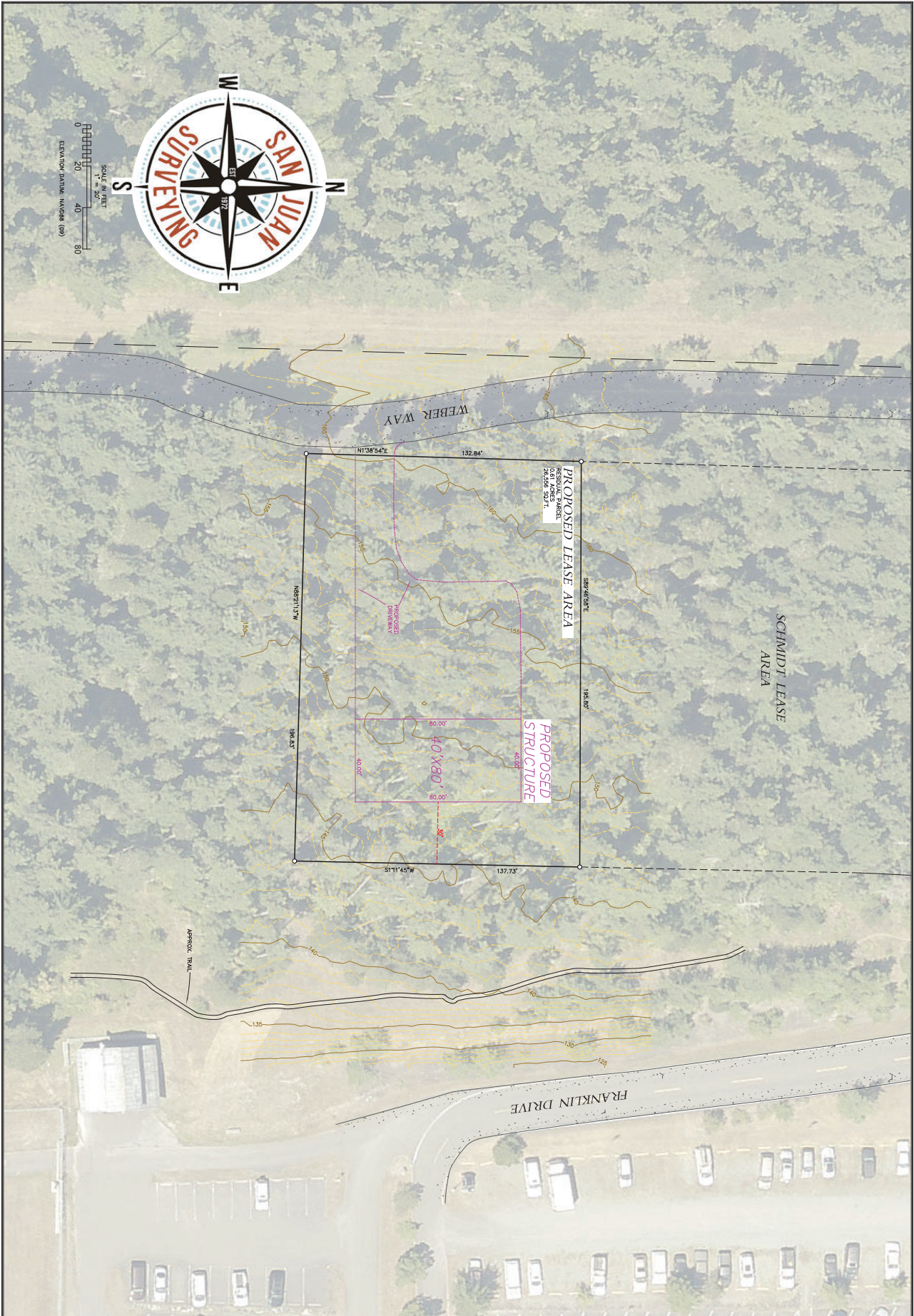
Thanks for getting through that tangent. In summary supporting a small business like mine contributes to supporting the responsible path of growth that we're on. I truly believe that what we do (sustainable tourism) is an example of responsible capitalism and responsible growth. We make every decision with consideration and bias to what is best for the environment, our employees, and the community. We have consistently over the past 15 years increased full-time jobs, wages, and benefits to our staff. The POFH helping us build a new warehouse in an more affordable way allows us to continue on our path of growth which supports both existing jobs and the potential to develop new jobs.


** This is a good place to bring attention to a topic in the original proposal, which is a request to discuss future housing on this leased land. While I recognize bringing up the topic of housing on this leased land may be challenging, I'd like to be transparent about my original goals. When I first began discussions with POFH Staff on a land lease on Weber Way, one potential allowable use was seasonal / transient housing. My current warehouse plan does not include any housing component because it's unclear what the allowable use is under the definition of transient housing, nor if POFH Staff and Commissioners would support that use at this location.

5. Nature and Scope of Improvements: I would like to build a 4000(+) square foot warehouse to be the main year-round center for logistics for my business. I would anticipate 2-3 year round staff operating from this location plus 15-20 seasonal staff between April through October. This warehouse would store all of our expedition equipment, and provide outside parking for our 12 company vans, trailers, and staff vehicles when they are on expeditions throughout the islands and Washington State National Parks. This warehouse would also be where equipment would be moved to and staged for tours including kayak trailers and kayaks, storage trailers for gear, and other miscellaneous equipment. The main improvements to the land would be the 4000 square foot building and parking area. I would also like to opportunity to review adding structures in the future on this leased land for additional office space.
6. Our goal in developing this land and building warehouse would be to develop with the least amount of impact to the environment and surrounding community. We would follow all POFH, County, State, and Federal guidelines applicable in our building and site plan. While we recognize there would be some minor disturbance to the eco-system during site preparation, we would mitigate those issues to the highest standards of development and LNT. Our hope is to

build a simple building with green vegetation buffers responsibly planned, and develop a space that not only feels good to work at as a company that educates about ecosystems and wildlife, but to also respect our human neighbors (community at large) and our ecological neighbors. Minimize impacts to the smallest area possible, follow regulations, and make a fun and cool space that fits into the environment.

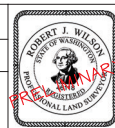
****Special Note**** While my proposal does not include a specific site plan, I am currently pursuing due diligence and if all the other components of my proposal are satisfactory, provide a simplified site plan within 30 days**



PROPERTY INFORMATION			SAN JUAN SURVEYING P.O. BOX 511 FRIDAY HARBOR, WA 98250 361.376.2300 WWW.SANJUANSURVEYING.COM		TOPOGRAPHIC SURVEY FOR BRIAN GOODREMONT ON SAN JUAN ISLAND		BRIAN GOODREMONT PO BOX 325 FRIDAY HARBOR, WA 98250	
SITE ADDRESS: N/A	TAX PARCEL NUMBER: 351491902		QUARTER / QUARTER SW/SE	SECTION 14	TOWNSHIP 35 NORTH	RANGE 3 WEST	DRAWN BY: RAW/CDW	COMP REF: 24-022 (TOPO)
DESCRIPTION: PRELIMINARY SITE PLANNING		AUDITOR'S INDEXING DATA				CHECKED BY: R.J.W.	DATE: 2/20/24	SHEET 1 OF 1



PROPERTY INFORMATION	
SITE ADDRESS: N/A	TAX PARCEL NUMBER: 351491902
DESCRIPTION: PRELIMINARY SITE PLANNING	MISC:



SAN JUAN SURVEYING
 P.O. BOX 511
 FRIDAY HARBOR, WA 98250
 361.376.2300
 WWW.SANJUANSURVEYING.COM

AUDITOR'S INDEXING DATA

QUARTER / QUARTER	SECTION	TOWNSHIP	RANGE
SW/SE	14	35 NORTH	3 WEST

TOPOGRAPHIC SURVEY FOR			
BRIAN GOODREMONT			
ON SAN JUAN ISLAND			
DRAWN BY: RAW/CDW	COMP REF: 24-022 (TOPO)	JOB NO: 24-022	
CHECKED BY: RJW	DATE: 2/20/24	SHEET 1 OF 1	

BRIAN GOODREMONT
 PO BOX 325
 FRIDAY HARBOR, WA 98250

ALVORD-RICHARDSON CONST. CO., INC.



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Website: TexmoBuildings.com

November 14, 2022

Brian Goodremont
Friday Harbor
Phone: 360-472-0582
Email: brian@sanjuanislandoutfitters.com

Dear Mr. Goodremont,

We propose to build a 40' x 80' x 18' building. This building to include the following:

- 18" roof overhangs
- 29 GA colored steel roofing and siding
- Barge & Fascia boards are covered with 26 GA flashings
- Base flashing for rodent control
- R-7 polypropylene metal building roof and sidewall insulation
- 2-3' x 6'-8" insulated fiberglass, walk in doors in composite jambs with locksets – White
- 12- 4' x 3' vinyl slider windows - White
- 3- 12' x 14' insulated raised short panel steel overhead doors - White
- 40' x 80' x 4" fibermesh reinforced concrete floor with zip strip control joints
- Engineer for future loft
- Engineered Structural Drawings

The cost for the above described building built on your level prepared jobsite is \$298,360.00

Option – For no sidewall insulation deduct \$5,016.00

These prices do not include but are subject to WA State Sales Tax. Building Permit to be Obtained by Owner.

Thank you, for the opportunity to bid your project. If you have any questions, please call me at 360-734-3480.

Sincerely,

Alvord-Richardson Const. Co., Inc.

Dane Thorpe,
Representative





