

To the harbor commission;

In the Last meeting you voted to fund a company that could help you receive grants. \$50,000 per year has been paid out for each of the last three years. \$150,000 so far and not one grant has come through.

You voted on spending \$15,000 to fund a water bottle fill station so a Girl Scout could get a merit badge. You voted on this without even knowing how much it should cost to build the station. That's not a practice that promotes low bids. Note a water bottle fill station could be installed where the drinking fountain used to be. Or even better, put the drinking fountain back, it couldn't cost \$500 and not only could you fill water bottles, but you could also get a drink without even using a container. Why should a Girl Scouts badge be paid for from the general fund? Shouldn't the Girl Scout earn the funding for her project? The point of the badge should not be that she was able to get us to pay for something she thought of, but rather that she worked for and supplied something that benefited the community?

My point is you are spending money like it flows out of a fountain! While at the same time you are trying to dig every cent possible out of us. The problem isn't just the money; you are also causing us to waste our time on extra paperwork and useless procedures/labor.

For example in the past we could sell directly to offsite buyer's, we were allowed to put our product directly into their trucks

Now you are preventing us from going directly onto the offsite buyers' truck. Instead we have to put our product in our "own" truck and drive offsite to offload into the buyers' truck. How is that even possible? What code are you using to prevent offsite buyers from being loaded onsite? This is not a fish and game code violation. Just how and where is this code written? What is it in that code that allows the onsite tenant/buyers to load trucks on site that they don't own while at the same it prevents us tenant/fisherman from putting our product into an offsite buyer's truck that we don't own? Is this is a parking code violation? And if so why isn't it enforced at the end of the pier? The vast majority of trucks that are loaded at the end of the pier do not belong to business at the end of the pier.

Now on top of the wasted effort to load offsite you want to charge an extra fee. The worst part of this fee is not the roughly 25 cents per 100 pounds of product but rather the added work and paperwork involved for you to collect this fee. How would this fee even work?

Would we move our product off site and on the honor system come back and report what we owe? Some would and some wouldn't. Or would you want us to weigh the product at the boat, with your employee there to verify the weights and fill out some kind of paperwork? Would your employee be responsible for the paperwork or would we? After that we would

need to pull our truck onto the pier, load the product, drive off site and weigh everything a second time so the buyer would know what he was getting. Then load the product into the buyers' truck. Now imagine if the buyer doesn't want the entire load or if he wants more. Back to the boat and repeat.

Every time our product is handled the quality suffers, scales are knocked off, appendages are broken off, dead loss occurs. The longer iced product is out of the ice the more decay. For live product the longer it's out of the water the more dead loss. Inferior product is worth less than the quality we work hard to deliver. This is a senseless quality cost that you have created also comes out of our pocket.

With the new regulations would you want the buyer to meet us at the boat (where does he park) weigh everything, again you would need an employee there to verify the weight or are you going to try and get a copy of our private business records? After that we would have to move the product offsite to complete the sale. Now back at the harbor where the permitted parking is not enforced we waste more time trying to find a parking spot. This is a lot of wasted time and effort for the few cents you will earn from a wharfage fee (why don't you enforce the permit parking? That is a source of revenue already established. It would probably generate more funds than the wharfage fee and it would help us tenants have a place to park.

I think you should allow us to load our product directly into the offsite buyer's truck, and I don't think you should charge a wharfage fee. If you need every penny you can get from us, charge the offsite buyers a parking fee or a flat rate wharfage fee, or a hoist fee and be done with it. The fees will come out of our pockets either way at least this way there is no extra paperwork or need for your employee to be involved with the weighing. We could go back to putting our product directly into the buyer's truck and you would get more of our profit. Kind of a win, not so much of a lose situation for all.

It is completely legal for licensed offsite buyers to buy product from fisherman at our harbor. From what I gleaned from last month's meeting you stopped offsite buyers from loading onsite because of parking on the pier and the offsite buyers didn't pay anything to the harbor which supposedly created an unfair disadvantage for the onsite buyers because they pay a lot in rent, insurance etc. Removing the offsite buyers doesn't change what the onsite buyers' pay. It does however give a lot more power to the onsite buyers'.

We tenant/fisherman collectively also pay a lot in rent and insurance etc. Why did you take away our benefits and give the buyers control over us. Two of the three buyers' are working together. If a fisherman were to have a falling out with either of them, there is one possible buyer left that might take them. That independent is approaching retirement and it's a possibility that the other two take join and run that business as well. Or merge with the new

owner. We are potentially looking at one group buyer. That move would eliminate the last bit of incentive for the buyers to compete for our business.

By the way even for those of us in the best standing with the onsite buyers they will not buy all of our product. In banner years they put us on limits. None of them will buy slim eels. Most won't buy black cod. This year two of the three buyers are not intending to buy our Salmon because the Salmon market is too volatile.

With your new regulations we are stuck with one onsite buyer and either we try to buy a spot in his co-op which, many of us don't want, or we can try and sell directly to him. Last year He paid significantly less for Salmon to boats from this harbor and elsewhere, that didn't normally sell to him:= That's what happens without competition. Many of us sold to offsite buyers using the public hoist and received a fair price. Now we are stuck if we want to go to an offsite buyer we either have to go offsite as described above or try and schedule a time that works for us as well as the off and on site buyers. Most likely the onsite buyers are not going to have someone available 24/7, like the public hoist offers and trying to coordinate with another person makes scheduling more difficult which robs time from our already shortened fishing season.

We need offsite buyers. And they can't survive by selling only the product that the onsite buyers are not willing to buy. They need access year round so they can survive.

The parking issue is really a non issue if you require us to use our truck it's still a truck on the pier. If you could come up with a code that would prevent us from loading trucks that we don't own but somehow allows the onsite buyers to load trucks that they don't own, there are still more questions that need to be worked out.

For example. Are you going to require all trucks that product is loaded into to be registered in the business owners name? Are we required to own them out right or just be on the title? Will your employees check the registration of all the trucks that product goes into? If a truck belongs to an LLC or similar would you require the paperwork showing that the seller owns the truck? How about If we don't own a truck or if ours is in the shop, can we barrow one? Can we barrow one from the offsite buyer? What if the offsite buyer hires us to load his truck with our product? Bad regulations require more and more bad regulations along with more work to try and enforce the bad regulations. Who will enforce these regulations? Is it a 24/7 thing or just during the time the onsite buyers want our product? Who sets the penalties? For example is this a parking violation? A parking fee might be worth paying to avoid all going through all the unnecessary hassle of moving offsite. Are other offsite businesses, such as contractors, mechanics, welders etc. still allowed to conduct business onsite? Where can we find these penalties so we know what we are facing? If this went to court do you really think you have something a judge could enforce?

You are making rules that are not easily enforceable. These rules give an advantage to your tenant/buyer's. These buyer's have never had this advantage and they don't need it! None of them are struggling. On the other hand many of your fisherman/tenants are really struggling; several past tenants have already lost their businesses. The small fishermen are being regulated out. There is a big push in the fishing industry to wipe out the small fisheries so that a relatively small number of large corporate boats rule the ocean. Please don't take the competition out of our harbor!

You can't force the onsite buyers' to buy our products and it wouldn't be right if you could. At the same time you shouldn't make it more difficult than it needs to be for us to sell our product to someone that doesn't have a spot at the end of the pier. Most of us plan to use the onsite buyers whenever possible even when selling to offsite buyers'. However when it's not possible, having the option of loading our product into an offsite buyer's truck is priceless. Please don't cripple us with unnecessary regulations.

If you want to continue with these regulations we would ask that you have a workshop to work out some of the many unanswered questions before you move forward with these plans.

Thank you