

## Brenwynne Grigg

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**From:** Hillary Hoepfner  
**Sent:** Tuesday, October 6, 2020 10:23 AM  
**To:** Economic Stabilization  
**Cc:** Jeremy Plank; Borough Assembly;  
**Subject:** FW: TBMP - Extreme Hardship Grant Proposal CBJ

Follow up to information sent below. Revenue comparison for tourism 2019 vs 2020.

2019 Revenue - \$18,390,000  
2020 Revenue - \$384,400

Thank you,

Hillary Hoepfner

Senior Accountant  
Allen Marine, Inc.  
(907) 747-8100

**From:** Hillary Hoepfner  
**Sent:** Tuesday, October 6, 2020 10:06 AM  
**To:** economic-stabilization@juneau.org  
**Cc:** Jeremy Plank <jplank@allenmarine.com>; BoroughAssembly@juneau.org;  
**Subject:** TBMP - Extreme Hardship Grant Proposal CBJ

Hello! Below is a summary of the information you've requested in order to make a decision on the Extreme Hardship Grant Proposal. Please let us know if you have questions on the information provided.

1. Allen Marine was forced to lay off all seasonal staff and all but 40 of our year-round full time staff due to the federal/state shutdown.
  - a. EE's 4Q19 - 166
  - b. EE's 1Q20 – 47 (70% staffing reduction PRIOR to tour season when we employ an additional 500+... combined year round and seasonal staffing reductions is 93%)
2. Since cruise ships weren't allowed to stop in Canada due to the closure of their border, Jones Act prevented ships from sailing directly from Seattle to Alaska resulting in zero outside tourism from cruise ships... and then cruise ships cancelled sailings for the entire year. There was also a substantial reduction in independent tourism due to quarantine requirements, Covid testing, and basic social distancing restrictions.
  - a. Juneau passenger count 2019 – 188,848
  - b. Juneau passenger count 2020 – 627 (all independent travelers)

Thank you,

Hillary Hoepfner  
Senior Accountant  
Allen Marine, Inc.  
(907) 747-8100