

Brenwynne Grigg

From: Van Willis
Sent: Tuesday, October 6, 2020 8:10 PM
To: Economic Stabilization; Economic Stabilization; Borough Assembly
Cc: lauramartinsonestf@gmail.com; kday@hagroup.com
Subject: Fwd: ESFT information

Economic Stabilization Task Force (ESTF),

Segway Alaska has been disproportionately impacted and harmed by the Covid 19 pandemic. Because we are a new business established in Oct of 2019, we do not fit neatly into the boxes to qualify for the assistance for most programs. As you go forward and put together information for a possible grant for the hardest hit business, please keep in mind a business such as mine. Though not in business a long time, it is no less of an impact compared to a business that has been around a long time. We can easily show several \$100,000 of capital investments and loans that are having to be renegotiated with creditors and lost income to the owners.

With 1.4 million tourist guests our conservative summer 2020 anticipated gross receipts were between \$500,000 and \$1,000,000 and ended up at only \$5,825.00 from independent travelers. 1% of the anticipated revenue.

- With all cruise lines cancelling their ports of call, none of the expected cruise passengers came to Juneau.
- We had 10 (ten) employees hired by the end of the 4th Quarter 2019 ready to start the 2020 summer season in April, by March we knew there was not going to be a season. We ended up 1st Quarter 2020 with only keeping 3 (three). This has impacted our subsequent seasons now as those employees do not want to risk another season of no income. Finding and hiring a team is very time consuming and expensive and we have lost almost all of them.
- Revenue was reported to CBJ on quarterly sales tax reporting as well as Juneau Parks and Rec for park attendance fee's.
- Revenue will not even cover the Auto Liability, General Liability and Workers Compensation premiums required for 2020. In order to do business for the 2021 season , Segway Alaska will be forced to borrow money for next season as well.

In conclusion, please keep in mind new business that have been and will continue to be impacted and structure assistance such that they may qualify as well.

Kind regards,

Reuben Willis
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