

**NORTHERN
ENTERPRISES
BOAT YARD, INC.**



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After 15 years of commercial fishing my wife Snooks and I decided, Homer just had to have some means to get fishing vessels out of the water for repair and winter storage. Between us, we had enough boating experience all up and down the coast of Alaska to personally know many of the boat owners and their problems. Homer has always had better weather than most of the coast, a road to the states, many flights in and out, and most important of all, an unbelievable pool of talent to do repairs, build and support the boat owner.

Northern Enterprises Boat Yard Inc. lifted its first boat from the water in 1981. From there we learned and built more facilities each year. Our policy and business plan have always been based on "Convenience for the boat owner", whatever it takes.

You cannot fix, build and repair without infrastructure. Over the years we have increased the gravel filled land mass to almost 38 acres, built 20 buildings of all sorts. Including one we can drive a 75-ton travel lift into, with a 58-foot boat and mast. One of our biggest buildings is 60 feet wide by 204 feet long, sectioned into 8 bays to build and repair vessels in. All together we have 36 bays or shops of various sizes that we use ourselves, and rent out to boat owners, boat builders and repair companies.



This is what our yard looked like as of January 2018

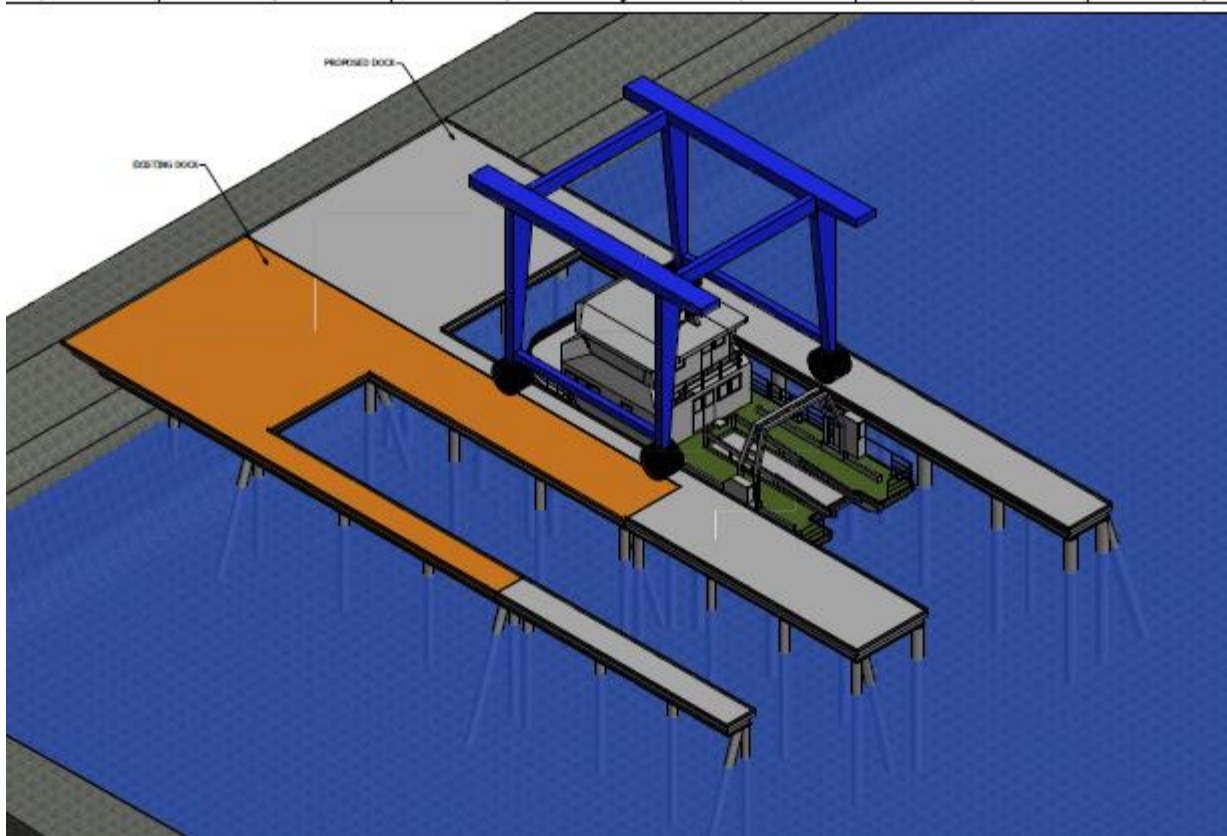
Our equipment includes 1 -70-ton travel lift, 2- 75 Metric Ton Travelifts, 1 -15-ton crane,1-18ton crane, 1- 50-ton crane, 2-Large front-end loaders with forks and snow removing equipment, 2- water tankers, 1-5,500 lb rough terrain forklift, 1- Mobile manlift, and 4 hydraulic trailers for moving boats in and out of buildings.

Each winter we will have in excess of 400 vessels in our yard. Some for repairs, some to change gear to go for another species of fish and many for storage and spring outfitting. Not just a few people work in our yard, we rent to about 40 business, some of which have multiple employees and then about 50 or more businesses around town do contract work or supply parts, pieces and expertise.

So, we have been in operation 40 years and the boats both commercial and sports have gotten larger and larger. Commercial seiners are almost all over 50 feet now, many are now 58 feet long and due to 58 foot being the limit length a seiner can be, they are getting wider and wider, to make them haul more to work better for other fisheries. Our current dock and lift size will allow us to lift boats up to 20 feet wide and 150,000 pounds. Many boats are being built that are over 20 feet wide, even in the 58 footers. For some years we have been sending away, boats that are the right size for our lift, but are too heavy or too wide. Some leave and come back with less fuel, Pull the mast and booms off, just lighten the vessel any way they can. Some vessels come back 3 or 4 times trying to get below our machines (Travelift) alarm weight. However there just isn't much we can do for too wide. If it won't fit through the piling or up through the dock, there is not much to say. This also has happened many times. We lift a boat that is marginable by weight. The boat is repaired and refitted and in so doing it gains considerable weight. We get it back in the water and have to tell the owner, "Don't bring it back here, because we can't lift it out again". That's not convenience for the boat owner and it certainly isn't good for the ship yard.

We also get vessels that are 70 or 80 feet in Length and we can lift them weight wise and width wise, however balance becomes difficult due to length of our present dock , so extending our present dock out to 50 feet will be of great benefit. Gaining a couple feet more water will also give us more operating time.

In 1981 our dock and at that time the one 60-ton travel-lift took care of most of the harbor full of boats. Now there are many boats that are too wide, too long and too heavy. We are tidal and our water depth limits us to about a maximum 10-foot draft vessel. Our plan is a 200 Metric Ton (220 US tons or 440,000 lb.) Travelift 34 feet wide inside. We have to expand our boat yard to meet the growing demand.



The orange brown is the present dock. The gray will be the new addition.

The extension on the old dock would make us more efficient in many ways. We would intermittently have to dig away the sand that has been building up the last 20 years. We have a permit and keep a bulldozer standing by to, a few times a year, push some sand toward the Spit (the direction it is all going anyway, to get depth back for long boats or little tides).

By extending the dock, we would also gain a couple feet of water, which is actually a big thing. It would give us the length to better deal with the longer boats and not have to back them in or juggle them around trying to get a proper balance.

The very wide 200 Metric Ton Travelift, will lift a vessel up to 32 feet wide. Some 58-foot seiners are 28 feet wide these days. It will make it where, we no longer have to tell these medium size vessels that live in homer area, we just can't do it or to strip their boat, get rid of the fuel and we will try. These boat owners desperately need a way to get their vessels out of the water for repairs and storage.

Over the years we have had several hundred new boats built in our yard. Built in buildings and in make shift sheds when the buildings are full. For the most part the largest have been 58 by 20 feet wide. Due to the fact that 20 feet wide is just about the largest we can get through our dock to water and with the inside of the dock being 21 feet 11 inches, with the blocks and spreader bars on the lift, it's a very careful slow operation.

Our next-door neighbor is a business built and owned by a Commercial Fisherman named Bay Welding Boats Inc. They build aluminum vessels; in fact, they celebrated the building of their 200th vessel last spring. They depend upon us to launch their larger boats. It's just been 3 years ago that they built a 660-foot road to the back of our

premises. Since then, we have launched 5 boats for them all new builds. A 54 foot long by 20 feet wide, a 64 foot long by 20 feet wide, four 53 foot long by 20 feet wide Catamarans and there is definitely more for this spring. Notice they are all 20 feet wide. Probably, some of them would have been a foot or two bigger, but we can't do it. At present they are building 15 somewhat smaller boats.

This is a list of the type of business renting our shop spaces at present.

One welding supply company

7 aluminum and steel welders

Halibut cove ferry

1 Vessel management company

1-Machine shop

10 companies that do vessel repair and building

6 personal workshops for boat owners

1 Propeller shop

1 restaurant, they own the building, we lease then the ground space.

Several of the small business are fisherman in the summer, however in the winter they have a small crew (probably also fisherman) and they build, many from Mold to finished boats, each winter and have been for years. Others build for themselves and family. Our boat Bay building and other shops allow people to be builders without having to own a several hundred thousand dollar building and huge equipment. We roll the hulls, Pull the hulls from molds, set decks and houses and flying bridges, put the engines in, and so on.

When we started Northern Enterprises, boat haul out and commercial yard in 1981, I was commercial fishing nearly year around and my wife fished a long gillnet season at False Pass Alaska (area M). We couldn't even think about doing the boat repair and out fitting and building. So, our plan became to grow the most infrastructure possible for the huge amount of talent in and around Homer. I knew about the talent because I worked with a lot of it at Kachemak Marine building boats and doing repairs on the Homer spit in the 1960's. So, our business is the back bone and bases for many businesses to build and repair from. We furnish the place and the heavy lifting and all the machinery to make what ever they need to do possible. The money we take in for lifting, storing and renting building space is a pittance compared to the over all income and employment from the multitude of business that operate at our place.

I guess what I'm trying to point out is that, helping us put in a bigger dock and larger boat lift will probably give more bang for the buck, to more people and more small companies and more fisherman and boat owners, than most things you could do with the land. I started to say across this area, but its more than that, because we have infrastructure and the talent to use that infrastructure, we have boats come from Southeast Alaska, Prince William Sound, Norton sound and most of all, King cove, Sand point, false pass, all the Alaska Peninsula. A lot of these places already have a 150-ton boat lift bought and installed by the government, but no way to get work done. They can't just stay there and have people fly out and refit their boat, the facilities just aren't available.

It now is a fact that the expansion is going to happen. The 200-metric ton Travelift is ordered. The money has been arranged to start building the dock this spring. We have the space to do bigger boat haul out and repair in a limited manner, however to do storage and have space for boat or barge building, we would be very cramped. We badly need to acquire adjacent property to grow at this point. The additional property to our yard would benefit the Kenai Peninsula borough for many decades to come.

The new dock and boat lift here in Homer, will turn a lot of our small repair business into large repair business. It will put a lot of people to work and make our small business grow. Also, it will solve a big part of a growing problem for our local vessel owners and others that wish to haul out here for repair work.

My wife and I are not exactly young, so what's next? Aaron Fleenor (one of ten grandsons) who has worked in our business for 13 years who now manages daily operations of the boat yard. Our son has a business, but helps us with development through his experience and equipment. All of our family are of native heritage, except myself and I was in the Army in the 1960's. So, I'm not too worried about the future of this yard as long as they keep one thing in mind, it's all about taking care of the people in our community and our great state of Alaska, making it work for the boat owner, will make it work for us.

Thank You,

Ken and Snooks Moore

Owner of Northern Enterprises Boat yard Inc.

