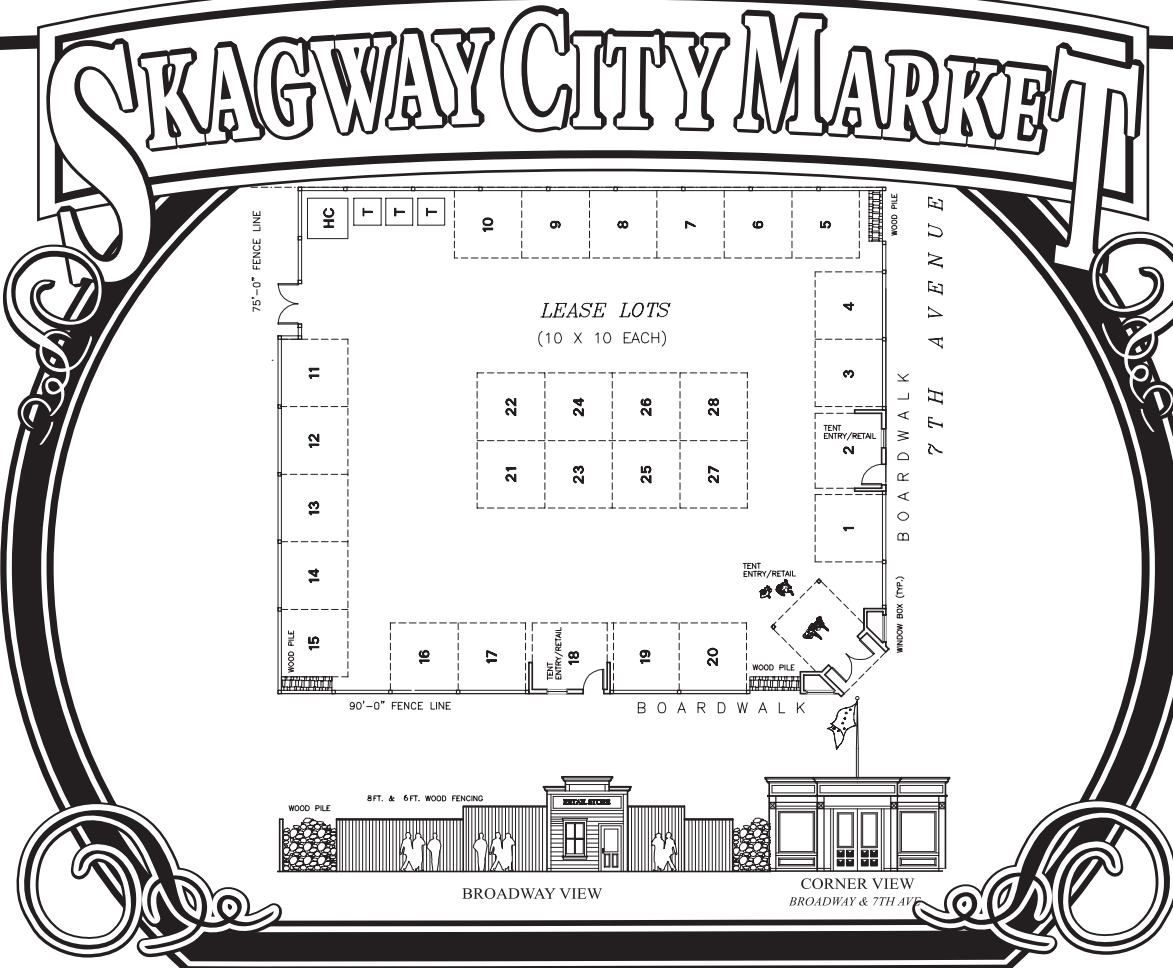


“Skagway City Market”
Proposed For Former Selmer
Property -- 7th & Broadway

Gold Rush Outdoor Craft and Food fair: Designed to appeal to all visitors and locals alike. Market is modeled after the Anchorage Saturday Market, beginning its 13 season this spring. Market concept provides a low cost entry level for local Alaskan vendors, artists, craftsmen, produce growers, fisherman, to showcase their wares. The incubator business complex would have space for 20 to 30 new entrepreneurial businesses to test the market and enter into Skagway commerce on a daily, weekly, or monthly rental basis.

The Skagway Chamber of Commerce has voiced support of the Skagway City Market “business incubator”. They said: “This would be an excellent opportunity for potential business owners who might not otherwise have the capital to get started in Skagway”. The Skagway Development Corp. supports: “...efforts aimed at making available affordable retail and general



business space to disadvantaged entrepreneurs, especially within the historic district”. Todd Saunders, marketing and outreach specialist in the Juneau office of S.B.A. adds: “There are several *Access to Capital* micro-

“This would be an excellent opportunity for potential business owners who might not otherwise have the capital to get started in Skagway”

programs that provide short-term loans, up to \$35,000, to small businesses, for working capital, inventory, fixtures, and equipment. Information on the Skagway City Market and S.B.A. financing can be requested

from Dennis Corrington ndanen@aptalaska.net; or for S.B.A financing directly from S.B.A. official, Todd Saunders todd.Saunders@sba.gov.

Currently the Skagway City Market permit is in the city permitting process. The target opening date for the fenced location is May 9th. For more information on rules and regulations, click on the web site for the Anchorage Saturday Market to locate the vendor handbook of rules. Skagway City Market will be modeled after that existing market. The major difference is that this market will be open every day of the 2005 tourist season. (www.AnchorageMarkets.com). Note: The Skagway City Market is not affiliated with the Anchorage Saturday Market or any of the nine different city markets found in Alaska.

A request for vendor packet can be sent by fax or e-mail to Dennis Corrington, fax number 314-432-8140 or ndanen@aptalaska.net.

*Corrington Enterprises
P. O. Box 322
Skagway, AK 99840*

“Excitement of Gold Rush Returns to Skagway”

Thank you for your inquiry regarding the Skagway City Market project.

Enclosed is a vendor packet containing the following information:

1. Vendor Booth Request Form
2. Booth Rental Fee Sheet
3. Links of Interest Sheet

Please note the website listed for the Anchorage Saturday Market <http://www.Anchoragemarkets.com>

The Skagway City Market will be modeled after The Anchorage Market. A vendor handbook of rules and regulations is posted on their website.

4. Newspaper ad describing the Skagway City Market project

*The Vendor Booth Request Form provides a method for you to reserve a booth.

♣ Booths 1, 20 & 27 are premium booths which will set the tone for the market and will be assigned using a “Best of Show” concept. “Best Alaskan flavor” (i.e., activity demonstrations) and appeal to the manager/owner will determine those 3 booth assignments.

♣ The reservation deposit will be fully refunded should approval from the City of Skagway not be forthcoming by mid-April.

♣ Questions and other communication may be sent by fax or e-mail to Dennis Corrington

Fax: 314-432-8140

E-mail: nanden@aptalaska.net

**2005 Vendor Booth Request Form
SKAGWAY CITY MARKET**

Return this form with deposit to:

Corrington Enterprises

P. O. Box 322

Skagway, AK 99840

Make checks payable to: Corrington Enterprises

Please print clearly:

NAME:

COMPANY:

ADDRESS:

PHONE: Business _____

Cell _____ Home _____

FAX: _____

Email _____

URL(website)http://www. _____

PRODUCTS

SOLD: _____

PRODUCT CATEGORY (see page 3 for choices):

Products are 'Made In Alaska' Permitted?

ALL: yes no SOME: yes no

ALASKA GROWN: yes no

SILVER HAND: yes no

Do you sell Food Products? yes no Do you need electricity? (If yes - see next pg. of form) Do you need water? yes no

DATES REQUESTED: Indicate dates you want to lease the booth in the 2005 season:

MAY _____

JUNE _____

JULY _____

AUG _____

SEPT _____

*50% of the booths will be available for seasonal vendors and 50% for transient vendors.

Booth(s) Requested: Food vendors will be assigned booth locations from #5 - #15. Booths 1, 20, & 27 are premium booths which set the tone for the Alaskan flavor and have unique

requirements (see rate sheet). You may put down a general location, (i.e., between booth #11 and #15). This will give you a better chance to get a booth in the area that you want. The more information that you provide us about the location you prefer, the better we can try to accommodate your request.

(NOTE: A standard booth space is 10' wide by 10' deep.)

First Choice: _____ Second Choice: _____

Comments: _____

1. Type of furnishing allowed is subject to the approval of the City of Skagway and is currently under the permitting process and discussion. (i.e. Tent - Shed - Picnic Table - Blanket - Other - None) Presently, tents are not acceptable, but that could change.
2. Booths are available on a daily, weekly, monthly, or seasonal basis.
3. The Skagway City Market will be open from the first cruise ship date (May 10, 2005) until the last ship date.
4. Hours of operation will be from 9:00 a.m. until 7:00 p.m. daily (subject to tenant association rules).
5. A site deposit of \$100.00 will hold a full-time (seasonal) booth site and \$50 will hold a part-time site during the Feb., Mar., & Apr. time period. The deposit is fully refundable should approval from the City of Skagway not be forthcoming by mid-April. See page 4 for leased booth deposit policies.
6. Product Category: Please check **UP TO THREE** categories (ranking them 1st, 2nd, 3rd) that best describes the items that you will sell in your booth during the 2005 season:

Alaska Grown Vegetables	Fiber Art, Sewn Items, Cloths, Quilts	Knives & Ulus
Alaska Grown Plants	Fine Art	Lawn & Garden
Alaska Native Made	First Nation	Metal Art
Art Prints & Notecards	Fishing & Hunting	Music & Video
Body Care Products, Soaps	Food for consumption at Market	Pet Items
Books & Publications	Food to go including seafood	Photography
Candles	Fur & Leather Products	School Booster
Activities		
Ceramics & Pottery	Furniture & Home Furnishings	Sculptures & Carvings
Clothing & Apparel	Gifts	Service
Collectibles	Glass Art, Stained Glass	Signs & Banners
Dolls	Handcrafted Items	Toys & Games
Educational	Holistic Health	Wildflower Art
Electronics	Jewelry, Beads & Beadwork	Woodcrafts

7. If Vendor needs electric, please list each appliance that requires electricity and its electrical rating in amps or watts as listed on its nameplate. Please be accurate as this is essential to ensure you have adequate electrical service. See <http://www.anchoragemarkets.com> - Vendor Handbook pg. 8

ITEMVOLTSWATTSAMPS ITEMVOLTSWATTSAMPS

8. If you are selling food, list the main items that you wish to sell. A limit might be placed on the number of vendors selling the same main item. You must notify us of any change to your menu and receive permission before selling that item.

<u>Category</u>	<u>First Item</u>	<u>Second Item</u>
Main Item	_____	_____
Main Item	_____	_____
Side Item	_____	_____
Side Item	_____	_____

SKAGWAY CITY MARKET
RENTAL FEES for the 2005 SEASON

Base* rental fees for a 10' W X 10' L booth space will be determined by the number of days covered by the lease:

Booth Rental - DAILY	\$75.00 per day
Booth Rental - WEEKLY (7 day period)	\$60.00 per day
Booth Rental - MONTHLY	\$55.00 per day
Booth Rental - ALL SEASON	\$40.00 per day

*Food vendors will be charged an additional \$15.00 per day.

*Electricity will be an additional \$30 per duplex plug per day (depending on use).

*Booths that derive 90 percent of gross sales from Alaska **grown** products will receive a 30% discount.

NOTE: Booths 1, 20, & 27 will go to "Best of Show" concepts including activity demonstrations. (Best Alaskan flavor & appeal to show manager/owner, i.e., totem carving over Amway sales)

Deposit Structure:

Not less than 50% of the entire rental charge due for the entire initial contract term must be paid upon signing of the lease agreement. Seasonal Rental = 137 days (May 10 – Sept 23)

Payment Schedule:

The entire balance must be paid in full by April 10, 2005. Payment in full will be due upon signing of all leases executed thereafter. In the event any balance or rent owed is not paid when due, the lease shall be deemed terminated at the option of the Skagway City Market Manager, any reserved space shall be released, and the amount paid shall be forfeited.

Refunds on Pre-Paid Rent:

The Skagway City Market Manager will retain 25% of rents contracted and refund all other pre-paid amounts, for any reason, so long as the Skagway City Market Manager receives a written request for refund on or before May 1, 2005.

The Skagway City Market Manager will retain 15% of unused rents and refund all other unused amounts, for any reason, so long as the Skagway City Market Manager receives a written request for refund on or before May 30, 2005.

No refunds will be made thereafter, except as noted in the lease agreement.

Subleasing:

The subleasing of booth space(s) is strictly prohibited. Only the Vendor appearing on the original Skagway City Market Lease Agreement may occupy the assigned booth space at

any given time.

For additional information regarding subleasing, go to page 7 of the Anchorage Saturday Market

Vendor Handbook listed below.

For more information go to <http://www.anchoragemarkets.com>

Click on "For Vendors Only"

Click on "Saturday Market Vendor Handbook"

See pages 7 - 10

5

Links of Interest

Anchorage Saturday Market

<http://www.Anchoragemarkets.com>

Skagway Chamber of Commerce

<http://www.skagwaychamber.org>

Made in Alaska

<http://www.madeinalaska.org/mia/>

City of Skagway

<http://www.skagway.org>

Alaska Grown

<http://www.dnr.state.ak.us/ag>

Skagway Convention & Visitors Ctr.

<http://www.skagway.com>

Alaska Tour & Travel

<http://www.alaskatravel.com>

Alaska Visitors Center & Activities

<http://www.AlaskaVisitorsCenter.com>

Todd Saunders, Mktg & Outreach Spec.

<http://www.sba.gov>

Silver Hand

<http://www.educ.state.ak.us/aksca>

A message from Todd Saunders, Marketing & Outreach Specialist - U. S. Small Business Administration

"SBA offers many loan programs that may fit the needs of businesses considering the Skagway City Market. Many of the programs can help with working capital, inventory, fixtures, and equipment. Interested businesses should contact me directly to discuss the details."

Tel: (907) 586-8714
Web: www.sba.gov

E-mail: todd@gci.net
EFax: (253) 662-0142

9. Comments/Requests: