

**Chair**  
Tania Harrison

**Vice Chair**  
Mark Hall

**Commissioners**  
Chris Bolin  
Sarah Trumblee  
Kris Ranney  
Gail Foode  
Sean Den Adel

**City Planner**  
Amanda Hadley  
Coward

**PLANNING COMMISSION SPECIAL MEETING  
Tuesday October 28, 2025, AT 6:30 PM  
CORDOVA CENTER COMMUNITY ROOM A & B**

**AGENDA**

**1. CALL TO ORDER**

**2. ROLL CALL**

Chair Tania Harrison, Vice Chair Mark Hall, Commissioners Chris Bolin, Sarah Trumblee, Kris Ranney, Gail Foode, and Sean Den Adel

**3. APPROVAL OF AGENDA**

**4. APPROVAL OF CONSENT CALENDAR**

- a. Record excused absence of Sarah Trumblee and unexcused absence of Chris Bolin from the October 14, 2025, Public Hearing & Regular Meeting

**5. DISCLOSURES OF CONFLICTS OF INTEREST AND EX PARTE COMMUNICATIONS**

**6. CORRESPONDENCE**

**7. COMMUNICATIONS BY AND PETITIONS FROM VISITORS**

- a. Guest Speakers  
b. Audience comments regarding agenda items (3 minutes per speaker)

**8. PLANNER'S REPORT**

**9. UNFINISHED BUSINESS**

**10. NEW BUSINESS**

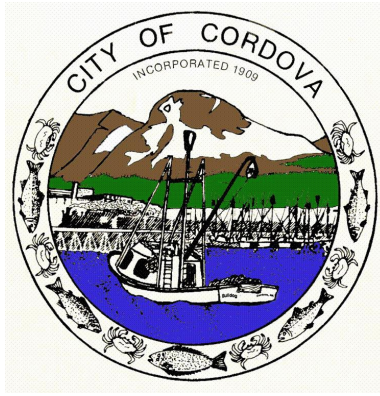
- a. Land Disposal Review of Proposal for a Portion of Lot 1, Block 7A, Tidewater Development Park (Breakwater Fill Lot).....Page 1

**11. AUDIENCE COMMENTS**

**12. COMMISSION COMMENTS**

**13. ADJOURNMENT**

**You may submit written public comments via email to [planning@cityofcordova.net](mailto:planning@cityofcordova.net), mail comments to City of Cordova, PO Box 1210, Cordova, AK 99574, or delivered to City Hall directly. Written public comments must be received by 4:00 p.m. on the day of the meeting.**



## **AGENDA ITEM # 10a**

### **Planning Commission Meeting Date: 10/28/2025**

### **PLANNING COMMISSION COMMUNICATION FORM**

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**FROM:** Amanda Hadley Coward, City Planner

**DATE:** Tuesday October 28, 2025

**ITEM:** Land Disposal – Review of Proposal for a Portion of Lot 1, Block 7A, Tidewater Development Park (Breakwater Fill Lot)

**NEXT STEP:** Review and Give Recommendation on Received Proposal

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☐ INFORMATION  
☒ MOTION

☐ RESOLUTION

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**I. REQUEST OR ISSUE:**

|                    |                                                          |
|--------------------|----------------------------------------------------------|
| Requested Actions: | Review and Give Recommendation on Received Proposal      |
| Applicant:         | Camtu's Alaska Wild Seafoods                             |
| Legal Description: | A Portion of Lot 1, Block 7A, Tidewater Development Park |
| Area:              | Approximately 40,259 Square Feet                         |
| Zoning:            | Not Zoned                                                |

City Council directed Staff to publish a Request for Proposals (RFP) for the lease or purchase of the property. The City received one proposal for the purchase of the property. The City received no proposal for the lease of the property. In accordance with the Cordova Municipal Code, the Planning Commission will give a recommendation to City Council on the received proposal.

**II. RECOMMENDED ACTION / NEXT STEP:** Staff has provided the following motion for the Planning Commission to consider opening the agenda item for discussion:

“I move to recommend that City Council approve the proposal from \*(insert preferred proposal)\* to purchase a Portion of Lot 1, Block 7A, Tidewater Development Park.”

Choose one of the following to insert for the asterisk above:  
(In Alphabetical Order)

- Camtu’s Alaska Wild Seafoods

**III. FISCAL IMPACTS:** If a purchase of the property occurs, the City would collect the payment for the price of the property and property tax revenue. There could be an increase in sales tax revenue from the associated business and raw fish tax revenue.

**IV. BACKGROUND INFORMATION:** This lot was created by filling the tidelands in 2012 to break the waves from the north swell before it reaches the harbor. The property is approximately 40,259 square feet; however, the existing pad area is roughly 20,000 square feet. The lot is not zoned and will need to be zoned accordingly based on the use of the property.

#### **Waterfront Industrial District**

This lot is not yet zoned. The area surrounding this property is zoned Waterfront Industrial District.

Zoning CMC 18.33:

[https://library.municode.com/ak/cordova/codes/code\\_of\\_ordinances?nodeId=TIT18ZO\\_CH18.33WAINDI](https://library.municode.com/ak/cordova/codes/code_of_ordinances?nodeId=TIT18ZO_CH18.33WAINDI)

#### **Harbor Commission Meeting January 08, 2025**

On January 08, 2025, the Harbor Commission approved and passed a motion to recommend that City Council publish an RFP to be issued for Lot 1, Block 7A, Tidewater Development Park also known locally as the Breakwater Fill Lot. The Harbor Commission is in unanimous support of the disposal of this lot under the conditions that it go to RFP and that if there is a chosen proposal the City enters into a lease with option to purchase style contract. The Harbor Commission noted their opposition to any proposal that impedes the waterway entrance as well as any agreement that might allow for the Lessee to purchase the property without development. The entrance to the harbor is a federally regulated navigation channel and could not be encroached upon. Whatever the final proposal for this lot is, it will be required to be reviewed by the relevant federal agencies which will include a review that the navigation channel is not encroached upon.

#### **Planning Commission Meeting January 14, 2025**

On January 14, 2025, the Planning Commission approved and passed a motion to recommend City Council publish an RFP to be issued for Lot 1, Block 7A, Tidewater Development Park. The Planning Commission is in unanimous support of the disposal of this lot. The Planning Commission agrees with the parameters that the Harbor Commission discussed. The waterway should not be impeded. The Planning Commission also choose to recommend that Council request RFPs the reasoning was unlike other land disposals, this lot has only recently had its status changed to “Available” from “Not Available” on the City land disposal maps, and there were two interested parties that came forward and submitted letters of interest.

### **City Council Meeting February 19, 2025**

At the Wednesday February 19, 2025, Regular Council Meeting, during pending agenda, Council member **Smith** requested that an action item be placed on the next agenda to discuss the Breakwater Fill Lot and to have a motion for the City to publish a RFP to the public. This request was seconded by Council member **Kinsman**.

Full Video: [https://www.youtube.com/live/jJhflKMgcfY?si=Y3BMACpgPV\\_Z9aOC](https://www.youtube.com/live/jJhflKMgcfY?si=Y3BMACpgPV_Z9aOC)

### **City Council Meeting March 05, 2025**

At the Wednesday March 05, 2025, Regular Council Meeting the Council voted to refer this motion back to Staff for further investigation into what the Public would like to see done with this property in the future.

Full Video: [https://www.youtube.com/live/w3EgVbUf2p0?si=QHPWFHCfMieTd0\\_C](https://www.youtube.com/live/w3EgVbUf2p0?si=QHPWFHCfMieTd0_C)

### **Mayors Mug Up Meeting June 18, 2025**

On Wednesday June 18, 2025, Mayor Smith held a Mug Up to discuss with the public their vision on what they would like to see done with this lot in the future. A survey was published for the public to submit their answers digitally. The results of that survey were as follows:

- 1) 33.3% Covered Public Gathering / Recreation Space
- 2) 22.8% Generate City Revenue / Economic Development
- 3) 20.3% Maintain Open / Public Access & Views
- 4) 11.4% Mixed-Use: Public Space + Business / Revenue
- 5) 6.5% Tourism Development
- 6) 5.7% Infrastructure Improvements (Marine/Utility/Other)
- 7) 4.9% Leave As-Is / No Change
- 8) 3.3% Miscellaneous or Non-Specific (DMV requests, potholes, or just “money” with no context)

Full Video: [https://www.youtube.com/live/NEPgFWbB\\_HA?si=umSy4VKnkwyKZE9O](https://www.youtube.com/live/NEPgFWbB_HA?si=umSy4VKnkwyKZE9O)

### **City Council Meeting July 02, 2025**

At the City Council Regular Meeting of Wednesday July 02, 2025, the City Council made the decision to put this property out for lease or purchase via the RFP process.

Full Video: <https://www.youtube.com/live/EqvGgp3uayc?si=7FzNw76UYzhsuRyX>

Staff crafted two RFP’s, one for proposals for purchasing the property, one for proposals for leasing the property.

The RFP for the purchase of this property was published July 31, 2025, and ended August 31, 2025, at 5 PM. The City received one proposal for the purchase of the property.

Full RFP for Sale of the property can be found at the following link: [7.31.2025-Full-Notice-and-RFP-Breakwater-Fill-Lot-Lot-1-Block-7A-Tidewater-Development-Park.pdf](#)

The RFP for the lease of this property was published September 19, 2025, and ended October 20, 2025, at 5 PM. The City received no proposal for the lease of the property.

Full RFP for Lease of the property can be found at the following link: [09.19.2025-LD-RFP-25-06-LEASE-of-a-Portion-of-Lot-1-Block-7A-Tidewater-Development-Park-Breakwater-Fill-Lot.pdf](#)

### **Receive Proposal for Purchase**

On Friday August 29, 2025, at 8:58 am Camtu's Alaska Wild Seafoods submitted a proposal for the purchase of a Portion of Lot 1, Block 7A, Tidewater Development Park also known locally as the Breakwater Fill Lot. The applicant's proposed plan is for a phased approach and for construction of first a dock, second widening the entrance to the lot, and third building a public park for the community. The applicant's proposal gives their goals which are to build their business, increase processing capacity, increase revenue, create more jobs, create more infrastructure for their business and a park for the community, while also nurturing fishing culture and traditions.

The proposal is to replat the existing area to give the applicant a portion of the lot and tidelands. The dock that they are proposing would attach to the City T-Dock for their private use. The applicant is currently taking deliveries at the North Harbor Loading Dock that is causing congestion within the harbor. They believe that this option would relieve the vessel traffic within that area of the harbor.

### **Applicants Proposed Timeline:**

- **Phase 1 is 24-36 months (2026 – 2029)** – Constructing a dock with two cranes and a small structure on the dock.
- **Phase 2 is 6-8 months (2029)** – Widening of the entrance to the lot to allow for two vehicle lanes and a walking path.
- **Phase 3 is 6-8 months (2030)** – Construct a public park with a fenced walking path from Breakwater Ave to the harbor south facing side of the lot. Install park benches, picnic tables, and standing permanent barbeque grills.

See the full proposal attached to this memo for more in-depth information on the applicants proposed plan.

### **Planning Commission Meeting October 28, 2025**

On Tuesday October 28, 2025, the Planning Commission is holding a special meeting to review the proposal received for the purchase of the property. The Commission will score the proposal and make a recommendation to City Council based on the merits of the proposal.

Staff identified the need to address the United State Coast Guard (USCG) navigational light that is in the southwest corner of the building pad. If the applicant is to acquire this lot USCG would need to have an access easement to that light for maintenance and replacement purposes. This could be accomplished by requiring an access easement and would be addressed by Staff during the negotiation process if the proposal is selected by the City Council.

### ***Applicable Code:***

#### **7.40.060 - Methods of disposal.**

*A. Except as this chapter provides otherwise, all disposals of interests in city real property shall be for no*

*less than fair market value. The city may accept in exchange for an interest in city real property any consideration of sufficient value not prohibited by law.*

*B. In approving a disposal of an interest in city real property, the city council shall select the method by which the city manager will conduct the disposal from among the following:*

- 1. Negotiate an agreement with the party who submitted a letter of interest to lease or purchase the property;*
- 2. Invite sealed bids to lease or purchase the property;*
- 3. Offer the property for lease or purchase at public auction;*
- 4. Request sealed proposals to lease or purchase the property.*

*C. If the city elects to dispose of an interest in city real property under one of the competitive methods described in subsections (B)(2) through (B)(4), notice of the disposal shall be published in the manner which the city manager deems most likely to inform the public of the proposed disposal for a period of at least thirty days. At a minimum, the notice shall describe the interest in city real property to be disposed of, the method of disposal, and the time and place for submitting bids or proposals.*

*E. A request for proposals to lease or purchase city real property shall specify the criteria upon which proposals will be evaluated and the minimum rent or purchase price. All proposals submitted in response to a request for proposals shall be reviewed by the planning commission, which shall make a recommendation to the city council to accept or decline any or all of the proposals. The city council shall review the proposals and the planning commission's recommendation and accept or decline any of the proposals.*

**IV. LEGAL ISSUES:** Legal review of lease or purchase agreement will be required prior to final approval by City Council.

**V. ALTERNATIVES:** The Planning Commission may make a motion to recommend or not recommend disposal of the property to the City Council.

**VI. SUMMARY:** The City Staff published two RFP's one for purchase and one for lease of a portion of the property. One proposal was received for purchase. The Planning Commission will recommend or not recommend to City Council the disposal of this property to the applicant who submitted a proposal.

**VII. ATTACHMENTS:**

- 1) Subject Property
- 2) Plat 93-2 Tidewater Development Park
- 3) Auto Cad Drawing Depicting Placement of USCG Navigation Light
- 4) Planning Commission Scoring Criteria
- 5) The Proposal of Camtu's Alaska Wild Seafoods

**Subject  
Property**





1. RECORD INFORMATION TAKEN FROM THE FOLLOWING SOURCES:

- ### LEGEND

- |                                                                                     |                                                   |
|-------------------------------------------------------------------------------------|---------------------------------------------------|
| — — — — —                                                                           | ROAD CENTERLINE                                   |
| — — — — —                                                                           | RIGHT-OF-WAY OR PROPERTY BOUNDARY                 |
| - - - - -                                                                           | ALASKA TIDELANDS SURVEY BOUNDARY                  |
| =====                                                                               | PLAT BOUNDARY                                     |
| —+—+—+—+—+—+—                                                                       | GUARDRAIL                                         |
| —+—+—+—+—+—+—                                                                       | SANITARY SEWER EASEMENT                           |
| SS — — — — —                                                                        | CENTERLINE SANITARY SEWER                         |
|  | BLOCK NUMBER                                      |
| 5A                                                                                  | LOT NUMBER                                        |
|  | RECOVERED U.S. ARMY CORPS OF ENGINEERING MONUMENT |
|  | RECOVERED ASHA 2 1/2" BRASS CAP MONUMENT          |
|  | RECOVERED ASHA 2 1/2" BRASS CAP MONUMENT          |
|  | RECOVERED 3/4" REBAR IN STEEL MONUMENT            |
|  | RECOVERED 2 1/2" IRON PIPE                        |
|  | SET 2 1/2" BRASS CAP MONUMENT                     |
|  | SET 3 1/4" ALUMINUM CAP MONUMENT                  |
|  | SET 2" ALUMINUM CAP MONUMENT ON 5' CENTERLINE     |
| •                                                                                   | UTILITY POLE                                      |
|  | SANITARY SEWER MANHOLE                            |
| (R)                                                                                 | RECORD INFORMATION, PLAT #68-414                  |
| (RC)                                                                                | CALCULATED FROM RECORD PLAT #68-414               |
| M                                                                                   | MEASURED                                          |
| MC                                                                                  | MEANDER CORNER                                    |

I HEREBY CERTIFY THAT I AM PROPERLY REGISTERED AND LICENSED TO PRACTICE LAND SURVEYING IN THE STATE OF ALASKA, THAT THIS PLAT REPRESENTS A SURVEY MADE BY ME OR UNDER MY SUPERVISION, THAT THE MONUMENTS SHOWN HEREON ACTUALLY EXIST AS DESCRIBED, AND THAT ALL DIMENSIONS AND OTHER DETAILS ARE CORRECT.

39435  
REGISTRATION NUMBER

DATE 12-17-92



I (WE) HEREBY CERTIFY THAT I AM (WE ARE) THE OWNER(S) OF THE PROPERTY SHOWN AND DESCRIBED HEREON, AND THAT I (WE) HEREBY ADOPT THIS PLAT OF SUBDIVISION AND DEDICATE ALL STREETS, ALLEYS, WALKS, PARKS, UTILITY EASEMENTS, AND OTHER OPEN SPACES TO PUBLIC USE.

FOR LOTS 5-11, BLOCK 3 TIDEWATER DEV. PARK (PLAT 68-414)  
- TO LOT 5A BLOCK 3 TIDEWATER DEVELOPMENT PARK

W. B. King  
FOR GRAMSTEAD INC.  
4225 23rd AVENUE WEST  
SEATTLE WA 98199

President  
TITLE  
12/11/92  
DATE

SUBSCRIBED AND SWORN TO BEFORE ME THIS 11<sup>th</sup> DAY OF December, 1992

3/4/94  
MY COMMISSION EXPIRES

*James D. Fitzjerald*  
NOTARY PUBLIC

FOR LOT 4 BLOCK 3, LOTS 1-11 BLOCK 7  
& THE REMAINDER OF BLOCK 7  
TIDEWATER DEVELOPMENT PARK (PLAT 81-7)  
- TO LOTS 1-3 BLOCK 7A & LOT 4A BLOCK 3  
TIDEWATER DEVELOPMENT PARK

FOR THE CITY OF CORDOVA  
P.O. BOX 1210  
CORDOVA AK 99574

Acting City Manager  
TITLE  
2-1-93

SUBSCRIBED AND SWORN TO BEFORE ME THIS 1 DAY OF Feb 1993

9-3-94  
MY COMMISSION EXPIRES

D. Lynda Plant  
NOTARY PUBLIC

ALL REAL PROPERTY TAXES LEVIED BY THE CITY OF CORDOVA ON THE AREA SHOWN ON THIS  
PLAT HAVE BEEN PAID THROUGH 12/31 1992.

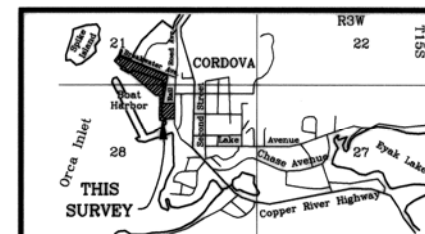
D. Lynda Plant 2-1-93  
AUTHORIZED OFFICIAL

THIS PLAT, HAVING BEEN APPROVED BY THE CITY OF CORDOVA PLANNING COMMISSION, AS  
RECORDED IN THE OFFICIAL MINUTES OF THE MEETING OF \_\_\_\_\_ 1992,  
IS HEREBY ACCEPTED AS THE OFFICIAL PLAT, SUBJECT TO ANY AND ALL CONDITIONS AND  
REQUIREMENTS OF ORDINANCES AND LAW PERTAINING THERTO. THE CITY OF CORDOVA:

Walt Woods 1/28/93  
PLANNING OFFICER DATE  
Don Zickler Jr. 2-1-93  
CITY MANAGER DATE  
Bruce St. Allison 2-1-93

THE CITY OF CORDOVA HEREBY ACCEPTS FOR PUBLIC USES AND FOR PUBLIC PURPOSES THE REAL PROPERTY DEDICATED ON THIS PLAT, INCLUDING, BUT NOT LIMITED TO, THE REAL PROPERTY, RIGHTS-OF-WAY, AND EASEMENTS FOR PUBLIC UTILITIES, STREETS, ALLEYS, THOROUGHFARES, TRAILS, PARKS, AND PUBLIC AREAS SHOWN HEREON.

DATED AT CORDOVA, ALASKA THIS 2-1 DAY OF 1982  
*Don Walker*  
Don Walker  
 ATTEST: CITY CLERK 2-1-9 DATE

VICINITY MAP  $1" = 2000'$ 

A PLAT OF  
LOTS 1, 2, & 3 BLOCK 7A  
and LOTS 4A & 5A BLOCK 3  
TIDEWATER DEVELOPMENT PARK

A RESUBDIVISION OF BLOCK 7 TIDEWATER DEVELOPMENT PARK (PLAT 81-7) &  
LOTS 4 THRU 11 BLOCK 3 TIDEWATER DEVELOPMENT PARK (PLAT 68-414)  
LOCATED WITHIN SECTIONS 21 & 28, T15S, R3W, C.R.M., AK  
CONTAINING APPROXIMATELY 12.44 ACRES CORDOVA RECORDING DISTRICT

ROBERT T. KEAN & ASSOCIATES  
14510 Ahtena Circle, Anchorage, Alaska, 99516

|                                                                                       |              |                    |                        |
|---------------------------------------------------------------------------------------|--------------|--------------------|------------------------|
| PREPARED FOR:<br>NORQUEST SEAFOODS, INC.<br>4225 23RD AVENUE WEST<br>SEATTLE WA 98199 | SCALE:       | DRAWN BY:          | CHECKED BY:            |
|                                                                                       | 1" = 100'    | SJW                | RTK                    |
|                                                                                       | SURVEY DATE: | DATE DRAWN:        | W.O./F.B.              |
|                                                                                       | 6-92/7-92    | 5-92/8-92<br>11-92 | 92105/<br>1,3,4,5,11,1 |

RECORDED - FILED 20  
Cordova REC. DIST.  
DATE 3/2 1993  
TIME 1:45 P  
Received by ELIZABETH KEAN  
Address 14510 ANTENA CP.  
ANCH AK 99516

1.354 Acres

MONUMENT RESET

PAD

Area of PAD =  
18685 Sq. Feet  
0.429 Acres

NAVIGATION LIGHT

MONUMENT RESET

Volume Report  
Fri Aug 09 07:08:36 2  
Comparing Grid: S:/C  
12/12-0010105 Cordo  
BREAKWATER/FINAL/1  
and Grid: S:/C  
12/12-0010105 Cordo  
BREAKWATER/FINAL/1  
08-08-2013.grd  
Grid corner location  
Grid resolution X: 11  
Area in File: 1.33 Acres

Volume Report  
Fri Aug 09 07:08:36 2013  
Comparing Grid: S:/Carlson Projects/2012/Work  
12/12-0010105 Cordova/12-01 B CORDOVA  
BREAKWATER/FINAL/12-01 B ORIGINAL GROUND 04-25-2012.grd  
and Grid: S:/Carlson Projects/2012/Work  
12/12-0010105 Cordova/12-01 B CORDOVA  
BREAKWATER/FINAL/12-01 B FINAL BREAKWATER  
08-08-2013.grd  
Grid corner locations: 5313.81,3868.35 to 5873.81,4278.35  
Grid resolution X: 112, Y: 82 Grid cell size X: 5.00, Y: 5.00  
Area in Fill: 1.32 Acres  
Total inclusion area: 1.33 Acres  
Average Fill Depth: 15.17  
Max Fill Depth: 35.61  
Fill (C.Y.) / Area (acres): 24334.19  
Fill volume: 32,328.77 C.Y.

# Uniform Scoring Criteria for Project Proposals in Cordova

## Purpose

This scoring framework ensures fair, unbiased evaluation of project proposals, aligning with Cordova’s community goals as outlined in the [Comprehensive Plan](#), [Municipal Code](#), and the original RFP criteria. The system provides clear standards to prioritize projects that best support Cordova’s vision and values.

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## Scoring Guide

- Each section is assigned a maximum number of points, with evaluators scoring based on the standards defined above.
  - Total possible points: **120**.
  - To ensure fairness and transparency, evaluators should provide written justification for each score awarded, referencing specific criteria and evidence from the proposal.
- 

## Final Evaluation

- Proposals with the highest total scores will be prioritized, ensuring that the selected project aligns with Cordova’s goals and provides maximum benefit to the community.
  - Tie-breaking mechanism: In the event of a tie, proposals with higher scores in “Alignment with Comprehensive Plan Goals” and “Public Benefit and Community Impact” will take precedence.
- 

This updated scoring framework ensures that all project proposals are evaluated for compliance with the [Cordova Municipal Code](#), particularly concerning land disposal processes and zoning regulations, thereby aligning with the city's legal and community standards.

## Scoring Framework in Table Format

| Criteria                                          | Description                                                                                                                                             | Points    |
|---------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------|-----------|
| <b>1. Alignment with Comprehensive Plan Goals</b> |                                                                                                                                                         | <b>25</b> |
| - Consistency with Vision and Goals               | Does the project support the vision and goals outlined in the Comprehensive Plan? Examples: economic growth, sustainability, and cultural preservation. | <b>15</b> |
| - Support for Key Strategies                      | Does the project align with specific strategies and actions identified in the Comprehensive Plan?                                                       | <b>10</b> |
| <b>2. Public Benefit and Community Impact</b>     |                                                                                                                                                         | <b>20</b> |

| Criteria                                                   | Description                                                                                                                                 | Points    |
|------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------|-----------|
| - Enhancement of Quality of Life                           | How does the project improve residents' daily lives (e.g., recreation, housing, public spaces)?                                             | 10        |
| - Enhanced Design                                          | Does the project promote enhanced architectural design for community members?                                                               | 5         |
| - Community Engagement                                     | Was community input sought and incorporated into the proposal?                                                                              | 5         |
| <b>3. Economic Development and Financial Viability</b>     |                                                                                                                                             | <b>20</b> |
| - Economic Growth                                          | Does the project directly create jobs, stimulate local business, or attract investment? (Included business plan is preferred)               | 10        |
| - Financial Feasibility                                    | Given the information in the proposal is this project viable costs versus income generation in the business plan?                           | 5         |
| - Economic Benefit to City                                 | Will the project generate long-term financial benefits (e.g., increased tax revenue, reduced city costs)?                                   | 5         |
| <b>4. Sustainability and Environmental Stewardship</b>     |                                                                                                                                             | <b>15</b> |
| - Environmental Impact                                     | Does the project prioritize environmental sustainability and compliance with regulations?                                                   | 10        |
| - Long-Term Viability                                      | Will the project have sustainable benefits and be resilient to future challenges?                                                           | 5         |
| <b>5. Proposer Qualifications and Experience</b>           |                                                                                                                                             | <b>10</b> |
| - Track Record                                             | Does the proposer have a history of successful, similar projects?                                                                           | 5         |
| - Local Knowledge and Partnerships                         | Does the proposer demonstrate an understanding of Cordova's community and collaborate with local stakeholders?                              | 5         |
| <b>6. Implementation Plan and Risk Management</b>          |                                                                                                                                             | <b>10</b> |
| - Feasibility and Timeline                                 | Is the proposed timeline realistic and achievable?                                                                                          | 5         |
| - Risk Identification and Mitigation                       | Are potential risks identified with clear mitigation strategies?                                                                            | 5         |
| <b>7. Adherence to Municipal Code and Legal Compliance</b> |                                                                                                                                             | <b>20</b> |
| - Compliance with Land Disposal Process                    | Does the project adhere to the requirements in <a href="#">Cordova Municipal Code Chapter 7.40</a>                                          | 5         |
| - Zoning and Land Use Regulations                          | Does the project comply with all relevant zoning and land use regulations as outlined in the <a href="#">Municipal Code Title 18 Zoning</a> | 15        |

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## **SEALED PROPOSAL FORM**

**All proposals including deposit must be received by the Planning Department by August 29, 2025, at 5 PM.**

Property: Lot 1, Block 7A, Tidewater Development Park. The sale of the property will require a replat to adjust the boundary lines to remove the City Dock from the parcel boundary. Final boundary lines to be negotiated between the City and selected proposer.

Name of Proposer: Tyler & Tu Trinh Dillon

Name of Organization: Camtu's Alaska Wild Seafoods

|                              |                                           |
|------------------------------|-------------------------------------------|
| Address: <u>PO BOX 1502</u>  | Tyler: 907-831-6177                       |
| <u>129 Harbor Loop Road</u>  | Phone #: <u>Tu Trinh: 206-909-1187</u>    |
| <u>Cordova, Alaska 99574</u> | Email: <u>tyler@alaskawildseafood.com</u> |
|                              | <u>tutrinh@alaskawildseafood.com</u>      |

Minimum Price \$ 455,000.00

Proposed Price \$ 341,250

Paper check has been submitted to the City on 08/27/2025.

### **SUBMITTAL OF PROPOSAL**

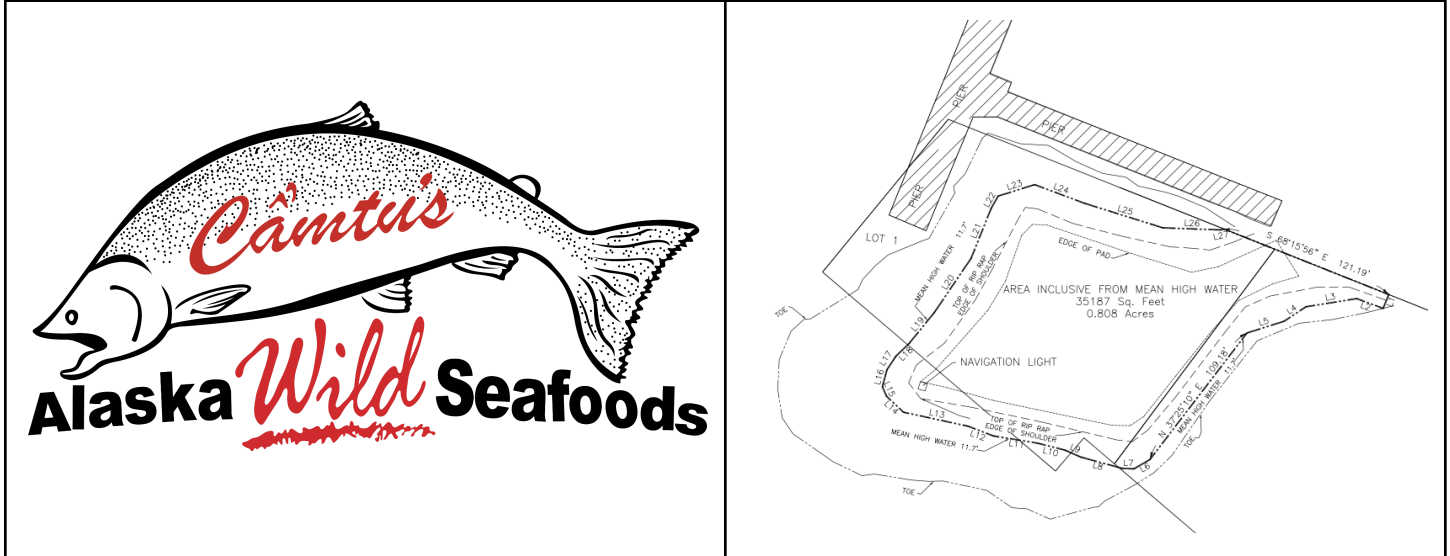
**Deliver your proposal to the front desk at City Hall with a check or cash.**

**Or mail proposals with a check or cash to:**      City of Cordova  
(must be postmarked before due date and time)      Attn: Planning Department  
                                                                                                 P.O. Box 1210  
                                                                                                 Cordova, Alaska 99574

**Or e-mail proposals to [planning@cityofcordova.net](mailto:planning@cityofcordova.net).** The email subject line shall be "Proposal for Lot 1, Block 7A, Tidewater Development Park," and the proposal shall be attached to the email as a PDF file. If submitting via e-mail cash or check must be in hand by the City office before the due date to confirm the proposal as received.

**Proposals received after August 29, 2025, at 5PM will not be considered.**

*\*NOTE: The payment must be made via check or cash (cards are not accepted) to our office before the due date to confirm the proposal submission. If proposal is not submitted and confirmed with a payment, it will be discarded. Proposal material received after the due date will not be included in any packet.*



# THE CAMTU TIDEWATER LOT DEVELOPMENT PROJECT ~ V2

## LOT 1, BLOCK 7A, OF TIDEWATER DEVELOPMENT PARK REQUEST FOR PROPOSAL PACKET

Prepared by Tyler & Tu Trinh Dillon

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## LINK TO THE FORMAL REQUEST FOR PROPOSAL GOOGLE DOC

**[LINK TO RFP GOOGLE DOC](#)**  
**[FOR ONLINE VIEWING](#)**

Or Short Link:

**<https://shorturl.at/wWYFE>**

## SEALED PROPOSAL FORM

### SEALED PROPOSAL FORM

**All proposals including deposit must be received by the Planning Department by August 29, 2025, at 5 PM.**

Property: Lot 1, Block 7A, Tidewater Development Park. The sale of the property will require a replat to adjust the boundary lines to remove the City Dock from the parcel boundary. Final boundary lines to be negotiated between the City and selected proposer.

Name of Proposer: Tyler & Tu Trinh Dillon

Name of Organization: Camtu's Alaska Wild Seafoods

Address: PO BOX 1502 Tyler: 907-831-6177  
129 Harbor Loop Road Phone #: Tu Trinh: 206-909-1187  
Cordova, Alaska 99574 Email: tyler@alaskawildseafood.com  
tutrinh@alaskawildseafood.com

Minimum Price \$ 455,000.00

Proposed Price \$ 341,250

Paper check has been submitted to the City on 08/27/2025.

### SUBMITTAL OF PROPOSAL

**Deliver your proposal to the front desk at City Hall with a check or cash.**

**Or mail proposals with a check or cash to:** City of Cordova  
(must be postmarked before due date and time) Attn: Planning Department  
P.O. Box 1210  
Cordova, Alaska 99574

**Or e-mail proposals to [planning@cityofcordova.net](mailto:planning@cityofcordova.net).** The email subject line shall be "Proposal for Lot 1, Block 7A, Tidewater Development Park," and the proposal shall be attached to the email as a PDF file. If submitting via e-mail cash or check must be in hand by the City office before the due date to confirm the proposal as received.

**Proposals received after August 29, 2025, at 5PM will not be considered.**

*\*NOTE: The payment must be made via check or cash (cards are not accepted) to our office before the due date to confirm the proposal submission. If proposal is not submitted and confirmed with a payment, it will be discarded. Proposal material received after the due date will not be included in any packet.*

Request for Proposals (RFP) for Lot 1, Block 7A, Tidewater Development Park (Breakwater Fill Lot)

# INTRODUCTION

## Company Background

Established in 2014, Camtu's Alaska Wild Seafoods is a local processor for wild Alaskan seafood from the Copper River and the Prince William Sound. At this time, we process all five species of Alaskan salmon, moving up to 6 million pounds of raw product per year. Our main product line is wholesale fresh and frozen, headed/gutted salmon, salmon fillets, and green roe for King, Sockeye, Chum, Pink, and Coho Salmon. We work with about 300 unique fishing vessels and have up to 7 tender vessels that charter for our fleet. Our company staff size ranges up to about 70 total team members at peak season. About 25% of our staff are local Cordovan residents. Our company is local only to the port of Cordova. Founded by husband and wife, Camtu Ho and Thai Vu, the company remains family-owned and operated.

Our freshest, high-quality seafood has been what sets us apart since the beginning. Our quality management program is upheld to the highest of standards in each step of production and often commended by long-time and new customers. Our company and products are proudly MSC and RFM certified for sustainability, as we believe in the management and protection of our fishery to ensure its longevity for generations to come. We are a HACCP compliant and FDA, TSA, and DEC certified facility as we prioritize the safety of our facility, environment, and products. In addition, we are an Approved Establishment under the USDC Seafood Inspection Program and SANCO Export List. Therefore, our products are able to be exported to customers all over the world.

## Purpose Of Packet

The purpose of this packet is our formal submission of our Request for Proposal for the property located on "Lot 1, Block 7a, Of Tidewater Development Park (Breakwater Fill Lot)". All of the information within this packet is intended to be presented to the City of Cordova, its council members, and to the general public for consideration of this location.

This packet shall contain information on our proposed concept, design, and development plan to supplement our vision for the property. All information, design, graphics is presented as an initial draft for our vision of this lot. Lastly, we present ways that our proposal can provide partnership means with the City of Cordova and how it shall benefit the community as a whole and all of its internal communities and groups.

# PROPOSAL PLAN

## Goals

For this project proposal, we are driven by a dual mission: to properly grow our seafood business in order to provide more for our fishing fleet and employees, while simultaneously creating lasting value for all members within our community. Our vision extends beyond mere business growth. While we aim to expand our seafood processing capacity and increase revenue, we are equally committed to fostering economic development and giving back to Cordova. Our proposal aims to create more work opportunities, support our local fisheries, contribute to the economic vitality of our town, but also consider infrastructure that nurtures our fishing culture and traditions.

## Objective Plans

Our two main objectives strive to reflect our commitment to balancing business growth with community development, ensuring that our expansion benefits both the fishing fleet and the wider community we serve.

### *Objective Plan #1*

With our intentions for growth, we often run into a bottleneck that continues to prevent us from proper expansion. This bottleneck takes place at our current offloading process and dockside support. We currently lease the Inside Dock and Crane with the City Harbor Department, with an additional sublease with the Prince William Sound Science Center

(PWSSC) for a dry interior dock office room. We have had a great partnership with the City and PWSSC over the years, but being a public and shared space, this limits our ability to provide optimal service to our fleet and employees to its fullest potential.

For our first objective, our company is looking for property with deepwater, oceanfront access in order to build our own dockside pier. With our own dock area, property, cranes and offloading equipment, we are able to bring forth continued competitive pricing to our fleet, provide improved and additional services to our core fishing fleet, more work opportunities for our local residents, and beyond.

### **Objective Plan #2**

For being a town with rich fishing traditions, we believe the town can benefit from additional oceanfront recreational areas for the community to enjoy. Therefore for our second objective, we propose that we can achieve our goals by building and reserving a space for a scenic oceanfront park. This park shall include leisure equipment for enjoyment. This recreational park can be used by all user groups within the community, to nourish current traditions of our fishing culture and provide the space for developing new ones.

## **Concept, Design, & Development**

### **Phase 1 ~ The Dock**



**IMAGE 1: DOCK BIRDSEYE VIEW**

- Get permitting
- Build offload/loading dock out to match up with current T-dock

- Add two cranes to new dock for offloading gillnetters, seiners, and tenders
- Install fish pump under dock
- Build dock building to operate dock business out of and to shelter dock crew and fishermen out of the weather.
- TIMELINE ESTIMATE FOR PHASE 1 ~ 24 - 36 months



**IMAGE 2: OFFLOAD PIER, CONCEPTUAL RENDITION, WITH DOCK SHELTER BUILDING**

**Phase 2 ~ The Entrance**



**IMAGE 3: WIDENING OF ENTRANCE, BIRDSEYE VIEW**

- Widen entrance to the lot, enough to accommodate 2 traffic lanes of traffic and a walking path.
- TIMELINE ESTIMATE FOR PHASE 2 ~ 6 - 8 Months after Phase 1

**Phase 3 ~ The Park**



**IMAGE 4: DOCK, WALKING PATH, PICNIC TABLE VIEWING AREA**

- Build a fenced walking path from the street parking area to the south side of the lot to meet the waterfront viewing park.
- Build a waterfront viewing park on the south side of the lot.
- Install park benches, picnic tables, and standing permanent barbeque grills.
- TIMELINE ESTIMATE FOR PHASE 3 ~ 6 - 8 months after Phase 2



**IMAGE 5:** CONCEPTUAL IMAGE OF PICNIC TABLE VIEWING AREA, WITH FENCING ON THE LEFT



**IMAGE 6: CONCEPTUAL IMAGE OF PICNIC TABLE VIEWING AREA WITH FENCING**

## ASKING PRICE

The City of Cordova has set a minimum asking price of \$455,000 for the entirety of Lot 1, Block 7A, Tidewater Development Park. While we recognize and respect the City's valuation, our proposal outlines a unique arrangement in which a portion of the property will remain reserved as public space, to be conveyed back to the City for community use and benefit.

Because of this, we respectfully request the opportunity to negotiate an updated fair purchase price that reflects the true scope of the property we will retain for private use. By carving out and reserving the recreational portion for public ownership, the City will maintain long-term stewardship over valuable waterfront land, while also gaining improvements at no direct cost to taxpayers.

For example, if the recreational portion reserved for public use represents approximately 25% of the overall lot area, then the adjusted fair purchase price would be calculated proportionally.

We would like to propose to the City of Cordova to purchase 75% of the Tidewater Development Park. Therefore, the calculation for purchase price is as follows:

$$\$455,000 \times 75\% = \$341,250$$

This method ensures that the City is compensated fairly for the land being transferred, while accounting for the fact that a meaningful percentage of the property will remain in public ownership.

We believe this approach creates a balanced outcome—ensuring the City achieves its minimum goals for land disposal revenue, while also acknowledging that a reduced net acreage will be conveyed to Camtu's Alaska Wild Seafoods for private development. We are confident that through open dialogue, a mutually agreeable purchase price can be established that fairly reflects the shared responsibilities and benefits of this partnership.

## **BENEFITS TO THE COMMUNITY**

### **Park Area to Supplement Fishing Culture**

We envision the oceanfront recreational park will serve as a new, vibrant hub that celebrates and supports Cordova's fishing culture. Nestled right at the entrance of the harbor in the Orca Inlet, this location emphasizes the beauty of the ocean and commercial fishing and provides direct tribute to what makes Cordova thrive. Our park intends to commemorate our rich fishing history through several different aspects— aesthetically, recreationally, and commercially.

An oceanfront park significantly enhances the aesthetic appeal of Cordova. The thoughtfully placed picnic tables and viewing areas shall offer recreation for residents and visitors to admire the natural beauty of the coastline. This will not only improve the town's appearance but also create a welcoming atmosphere that draws people to the waterfront and the community itself, making Cordova an even more attractive destination for local residents, potentially new residents, and visitors. With its ideal location, this park shall symbolize our community's deep appreciation of the ocean and our commercial fishing industry.

With emphasis on the first opener tradition where the town bids the fleet farewell and awaits for their safe return, we understand the significance of Tidewater Development Park and what it means to the community. We do not intend to take this tradition away, but to nurture and nourish it. Our vision intends to provide recreational utilities, making it inviting and enjoyable for our local residents to continue enjoying this tradition. The deck, picnic tables, and park bench chairs can be enjoyed by all. These provided facilities intend to encourage families and community members to enjoy more of the outdoors, directly in town.

The recreational park will be located nearby our extended offload dock. The harmonious blend of the oceanside park and dock facilities for our commercial seafood processing operation provides an educational viewing experience to those who are not familiar with where their seafood comes from. This lot design hopes to welcome seafood visitors of all types such as seafood marketing entities, enthusiasts, customers, buyers, and tourism to our community. These visitors can view our

offload operation to learn more about what makes our seafood famous and unique. This can potentially drive more awareness, seafood sales, tourism, and inevitably more opportunity for revenue to our community.

We believe this park space will add an invaluable benefit to Cordova. This park space intends to inspire opportunities for new events and traditions for the community, ensuring our fishing culture remains vibrant for years to come.

### **Strengthening and Preserving Local Traditions and Culture**

The proposed oceanfront park and harborfront walkway provide a dedicated space for the community to engage with Cordova's rich maritime heritage. Families, children, and residents can observe the working fishing fleet, participate in seasonal celebrations, and enjoy traditions that have defined the town. By preserving public access alongside commercial operations, this project honors Cordova's fishing culture while providing a safe venue for ceremonies, fleet send-offs, fleet Christmas light shows, and other seasonal community events. With our proposal, all of these important traditions shall still be preserved. The integration of recreational and industrial areas highlights the town's identity as a vibrant working waterfront, ensuring that cultural practices remain visible, accessible, and celebrated.

### **Educational Opportunities**

The project offers a unique, hands-on learning environment for schools, youth programs, and visitors. The proximity of the public walkway to the operational dock allows observers to gain insight into commercial fishing, seafood processing, and sustainable fisheries practices. Occasional guided tours or school visits could further connect the community and visitors with the inner workings of Cordova's seafood industry, fostering both appreciation and understanding of one of the town's most vital economic and cultural sectors.

### **Health and Wellness**

Accessible, well-designed outdoor spaces promote physical activity, social interaction, and mental well-being. Walking paths, picnic areas, and scenic viewing points encourage residents and visitors to spend time outdoors, benefiting physical health and providing opportunities for relaxation, family outings, and community gatherings. These recreational amenities help build a stronger sense of community and contribute to a healthier, more active population, while offering a safe environment for all ages.

### **Environmental Appreciation and Stewardship**

By preserving a portion of the lot for public use, the project encourages community engagement with Cordova's natural systems. Observation areas allow residents and visitors to view tidal ecosystems, marine life, and coastal habitats, creating opportunities for education and appreciation of the local environment. This awareness can inspire stewardship of Cordova's natural resources, demonstrating that sustainable commercial development and environmental conservation can coexist. The project design emphasizes minimal environmental disturbance while providing infrastructure that supports public engagement with the waterfront.

### **Inclusive Community Access**

The park and walkway are designed to be accessible for people of all ages and abilities. Thoughtfully placed paths, picnic tables, and benches ensure that everyone in the community can enjoy Cordova's waterfront, fostering inclusivity and equity. By creating a shared space for recreation, education, and observation, the project strengthens social cohesion and encourages multi-generational use, offering a welcoming venue for both residents and visitors to connect with the working waterfront and the natural environment.

## **Encouraging and Enhancing Tourism and Visitor Economy**

The oceanfront park and harborfront walkway will serve as an attractive destination for tourists, seafood enthusiasts, and industry visitors. Scenic viewing areas provide a safe vantage point to observe a working dock and seafood operations, creating a unique and authentic Alaskan fishing experience. This integration of public recreation with commercial activity can drive increased foot traffic, overnight stays, and spending at local businesses, contributing to Cordova's overall economic vitality. By offering visitors a memorable and educational waterfront experience, the project supports sustainable tourism growth and strengthens Cordova's reputation as a vibrant, culturally rich coastal town.

## **ECONOMIC DEVELOPMENT**

### **Unique Market for Fishing Fleet**

Since its establishment, Camtu's Alaska Wild Seafoods has provided a unique market for gillnetters, seiners, and tender vessels in the port of Cordova. From the beginning, our company has brought more competitive vessel pricing for the fishing fleet. Our boat prices range from +10% up to a +80% difference in revenue for the fishermen (2025, we are paying \$0.55/LB for seine pinks delivered to the dock, leading competitors are paying \$0.31/lb for seine pinks delivered to the dock). With our proven quality over the years, we have had strong customer bases that allowed us to push for higher pricing, which is then reflected in our boat prices for the fleet.

Without our own dock operation, we are limited from our fullest potential. The ideal offload setup requires the best equipment to streamline our offload operation, also deepwater access for both large and small vessels. With our own dock location, it will allow our company to properly grow, such as buy (offload) more salmon more efficiently, and expand into more fisheries and gear types. The more fish we can buy, the greater revenue return that we can provide to our fishermen. We are currently getting into the seine fishery and black cod fishery to open up new opportunities to local fishermen, lengthen the local community work season, and bring more revenue to the city from landing tax. We are seeing more and more fish getting pushed out of Cordova to places like Valdez, Seward and Yakutat. We aim to bring that business back to our port.

### **Improved Fishing Fleet Support & Services**

Camtu's Alaska Wild Seafoods now works with a fleet of 300+ fishermen and up to 7 tenders during the peak salmon season. With our own dock and lot, we aim to improve dockside support and services for our fleet. Having our own dock space can help provide opportunities for improved fleet support such as the following:

- We will be able to service our tenders and our gillnet fleet at the same time with two cranes. Currently we cannot take dock deliveries while offloading or loading tenders.
- We will have consistent dock hours to give ice to fishermen more conveniently, timely and regular hours of operation. The dock ice schedule will not be as limited as before, since fleet management has to schedule between tender offloading and icing to prepare for the next opener.
- We can set up a fish pump for quicker offload times on PWS pinks/chums to add the ability to buy seine fish. This can bring more seine fish to Cordova docks and additional city revenue.
- A fish pump to offload PWS pinks and chums will provide faster offload, which results in quicker turnaround times for the tender to return back to the fishing grounds to service the gillnet fleet for the next opener.
- We will be able to provide additional crane support for our fleet to support their day-to-day vessel operations and preparations for fishing. As our fleet in Cordova grows, there may be more traffic at the current available cranes. Adding two additional cranes may assist in reducing this traffic.

## **Local Employment**

At this time, Camtu's Alaska Wild Seafoods processes primarily all five species of Alaskan wild salmon, predominantly gillnet caught. In 2025 we have gotten into the seine fishery and are looking to expand that, with goals of getting up to 10% or more of the PWS Seine fleet. This fall will be our first season processing black cod and we aim to grow groundfish into 15% of our business model in the next 5 years. Commercial Halibut/Blackcod harvest begins in March and continues through December. With our own dock, our plant would start operating in March to land groundfish and extend late into November. This could provide more work opportunities for our local staff, as it shortens the long winter of seasonal unemployment. The local staff, and also the fleet at this time. Cordova does not currently have support for groundfish before May or after September.

## **Increased Fish Tax Revenue**

Camtu's Alaska Wild Seafoods participates in facilitating the local 0.05% Raw Fish Landing Tax. The addition of a new dock for Camtu's Alaska Wild Seafoods will provide an opportunity for increased fish tax revenue for the City of Cordova. By expanding our offload capacity and improving infrastructure for local fishermen, we anticipate an increase in the volume of fish landing to our plant. Additionally, the improved efficiency of the new dock will allow for quicker tender turnaround times, potentially increasing the number of tender trips and overall catch volumes. This growth in fishing activity in relation to our competitive grounds pricing will directly translate to higher fish tax collections, as the tax is based on the value of fish caught and offloaded at the city docks. This increase in fish tax revenue aims to generate the city with additional tax revenue to put back into Cordova.

## **Tourism and Visitor Economy**

The proposed oceanfront harborfront walkway and picnic area will create a new, accessible destination for residents and visitors alike, enhancing Cordova's appeal as a scenic and culturally rich waterfront community. By providing safe, well-maintained public spaces with benches, picnic tables, and scenic viewing areas, this development encourages family outings, recreational visits, and educational tours for those interested in Cordova's fishing heritage. Visitors, including seafood buyers, enthusiasts, and tourists, will have the opportunity to observe the working dock and seafood operations from a safe, dedicated vantage point, offering a unique, authentic Alaskan fishing experience. This integration of working waterfront and public recreation can increase foot traffic, overnight stays, and local spending at nearby businesses, restaurants, and services. By creating a vibrant public waterfront, the project supports sustainable tourism growth, making Cordova not only a hub for commercial fishing but also a memorable destination for visitors seeking cultural, recreational, and educational experiences connected to Alaska's seafood industry.

# **SUSTAINABILITY**

## **Environmental Responsibility**

Camtu's Alaska Wild Seafoods is committed to environmentally responsible practices in the design, construction, and operation of the proposed offload dock and oceanfront park. Our project prioritizes long-term sustainability, ecological stewardship, and regulatory compliance, ensuring that commercial operations and public recreational spaces coexist harmoniously with Cordova's natural environment.

## **Environmental Compliance and Responsible Construction**

All construction activities will comply with applicable local, state, and federal regulations, including permitting through the City of Cordova, the Alaska Department of Environmental Conservation, and the U.S. Army Corps of Engineers where applicable. The project will utilize simplistic, functional design to minimize environmental disturbance, including careful placement of dock structures and park features to avoid intertidal habitats and sensitive shoreline areas. Materials will be

selected for durability, low environmental impact, and minimal maintenance, reducing the need for frequent replacement or resource-intensive upkeep.

### **Simplistic Design and Operations**

The project incorporates environmentally responsible design principles to minimize its ecological footprint while providing a functional and accessible waterfront space. Simplistic design will be used throughout the dock and park to ensure long-term durability with minimal maintenance. Discharge wastewater management systems will be integrated to prevent runoff from entering Orca Inlet, protecting local fish and wildlife habitats. Waste management infrastructure, including strategically placed trashcans, will encourage proper disposal and community stewardship. The dock and park are designed with simplicity and efficiency in mind, avoiding unnecessary structures or visual clutter, reducing environmental disturbance while still meeting the functional needs of both commercial operations and public recreational use.

### **Long-Term Sustainability and Resilience**

This project emphasizes long-term viability by combining operational efficiency with environmental stewardship. A dedicated dock reduces vessel idling and turnaround times, lowering fuel consumption and greenhouse gas emissions, while ensuring that fishermen can operate reliably in a changing climate. The park and walkway provide enduring public value, offering recreational, educational, and observational opportunities for residents and visitors, fostering ongoing engagement with Cordova's marine environment. Structures are designed to withstand harsh Alaskan weather, tidal fluctuations, and potential climate-related impacts, ensuring safety and longevity. By integrating functional infrastructure with accessible public spaces, the project promotes resilience in both economic and community terms, strengthening Cordova's waterfront as a hub for sustainable fisheries, education, and tourism for generations to come.

## **COMPLIANCE**

### **Compliance with Local Laws and Ordinances**

Camtu's Alaska Wild Seafoods is committed to adhering to all applicable local laws and ordinances in the development of the proposed offload dock and oceanfront park. The project aligns with the City of Cordova's land disposal and zoning regulations, ensuring compliance with the Cordova Municipal Code (CMC) Chapter 7.40 – Disposal of Real Property and Title 18 – Zoning.

### **Land Disposal Compliance (CMC Chapter 7.40)**

The proposed development site, Lot 1, Block 7A, within the Tidewater Development Park, is designated as "Available" for disposal, as per the City of Cordova's 2025 Land Disposal Maps. In accordance with CMC Chapter 7.40, Camtu has submitted a Letter of Interest to the City Manager to initiate the land disposal process. The project will undergo review by the Planning Commission and City Council, with final approval contingent upon compliance with all procedural and regulatory requirements outlined in the land disposal ordinance.

### **Zoning Compliance (CMC Title 18)**

The subject property is currently within the Waterfront Industrial Park District, as defined in CMC Title 18.18.030. The proposed offload dock and oceanfront park are consistent with the district's objectives, which aim to accommodate waterfront-related industrial activities while promoting public access and recreational opportunities. The development aligns with the permitted uses and structures outlined in the zoning regulations, ensuring that the project supports both commercial operations and public engagement with the waterfront.

## **Environmental and Regulatory Considerations**

In addition to land disposal and zoning compliance, the project will adhere to all relevant environmental regulations. This includes obtaining necessary permits for construction activities, stormwater management, and shoreline development, ensuring that the project minimizes environmental impact and promotes sustainability.

## PARTNERSHIP WITH THE CITY OF CORDOVA

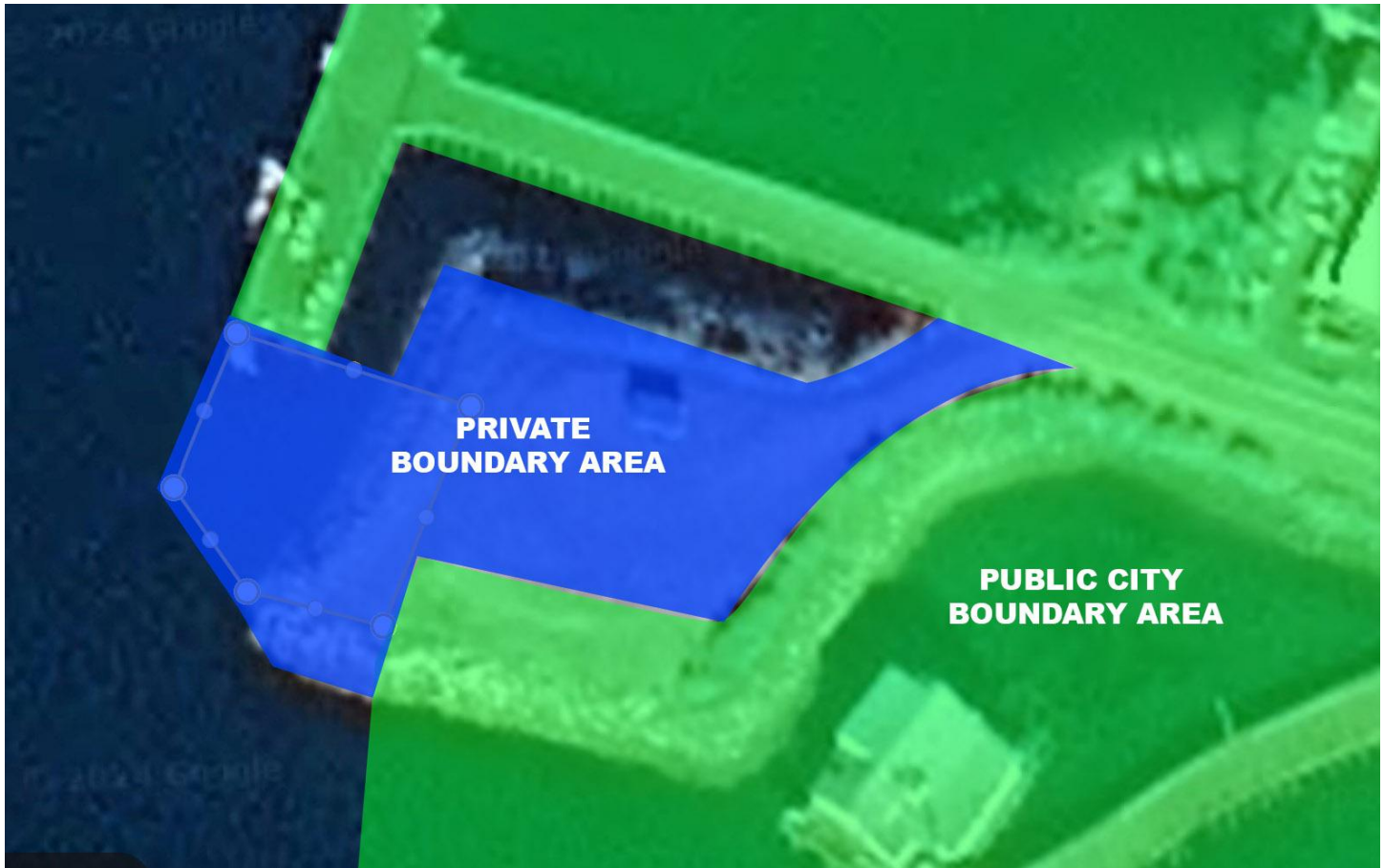
### Redrawing Boundary Lines To Accommodate Dock & Public Space Area



**IMAGE 7: PRIVATE & PUBLIC BOUNDARY AREA**

If our proposal is accepted, we would require that, during the replat, the property lines be adjusted to accommodate both our proposed dock and the proposed city park. Additionally, we request the ability to extend off the south end of the current city T-dock—not to acquire the T-dock itself, but to construct additional dock space off the end of the existing structure.

## Public Vs. Private Boundary Areas



**IMAGE 8: PRIVATE & PUBLIC BOUNDARY AREA**

We understand how meaningful this waterfront lot has been to the community as a place for gathering and recreation. To honor that tradition while moving forward with commercial development, our proposal includes a clear and lasting division of use:

- Upon purchase of the property, our company would retain private ownership of the dock and operational areas (blue area displayed in IMAGE 4), which will be securely fenced and limited to authorized personnel for safety and efficiency.
- The designated recreational waterfront section — including the gravel walkway, picnic tables, and open space — would be reserved and formally conveyed to the City of Cordova, ensuring that it remains under public ownership and management as a permanent community amenity (green area displayed in IMAGE 4).
- A defined fence line and landscaped buffer would separate the two areas, guaranteeing safety for dock operations while preserving uninterrupted public access to the park.
- A surveyed boundary line and permanent fencing will clearly separate the two parcels, ensuring that the City-managed recreational area remains fully accessible while protecting the integrity of dock operations.
- This structure guarantees that the community keeps legal ownership of the recreational portion while also allowing the company to make significant private investment in the dock facilities.

Through this arrangement, the project creates a win-win: preserving cherished public access to the waterfront while enabling a modern offload dock that strengthens Cordova's fishing economy.

## Parking Lot Expansion Project

We understand the City of Cordova has designed a proposal to construct an extended parking lot in the North Harbor area. We would like to highlight that our Tidewater Property project and the North Harbor parking lot project shall supplement each other. This parking lot extension project, alongside a recreational park, will bring forth more foot traffic, reduce car congestion in this area, add aesthetic and welcoming appeal to our town's atmosphere, and increase structural/infrastructural value for our town. The union of these two projects shall create a vibrant and active hub down Breakwater Avenue.

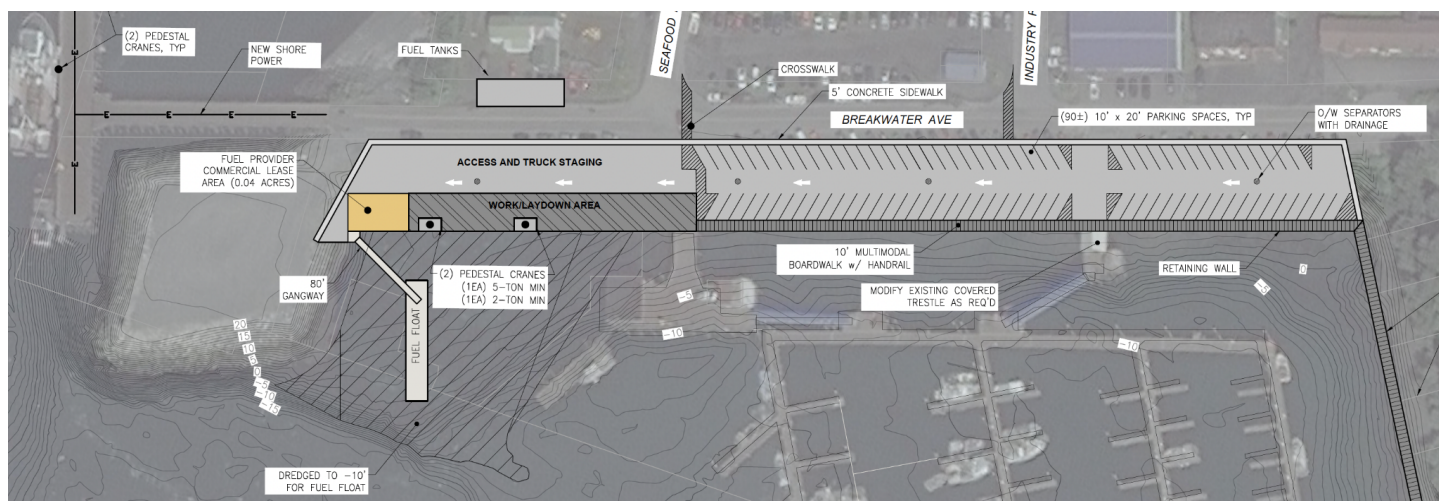
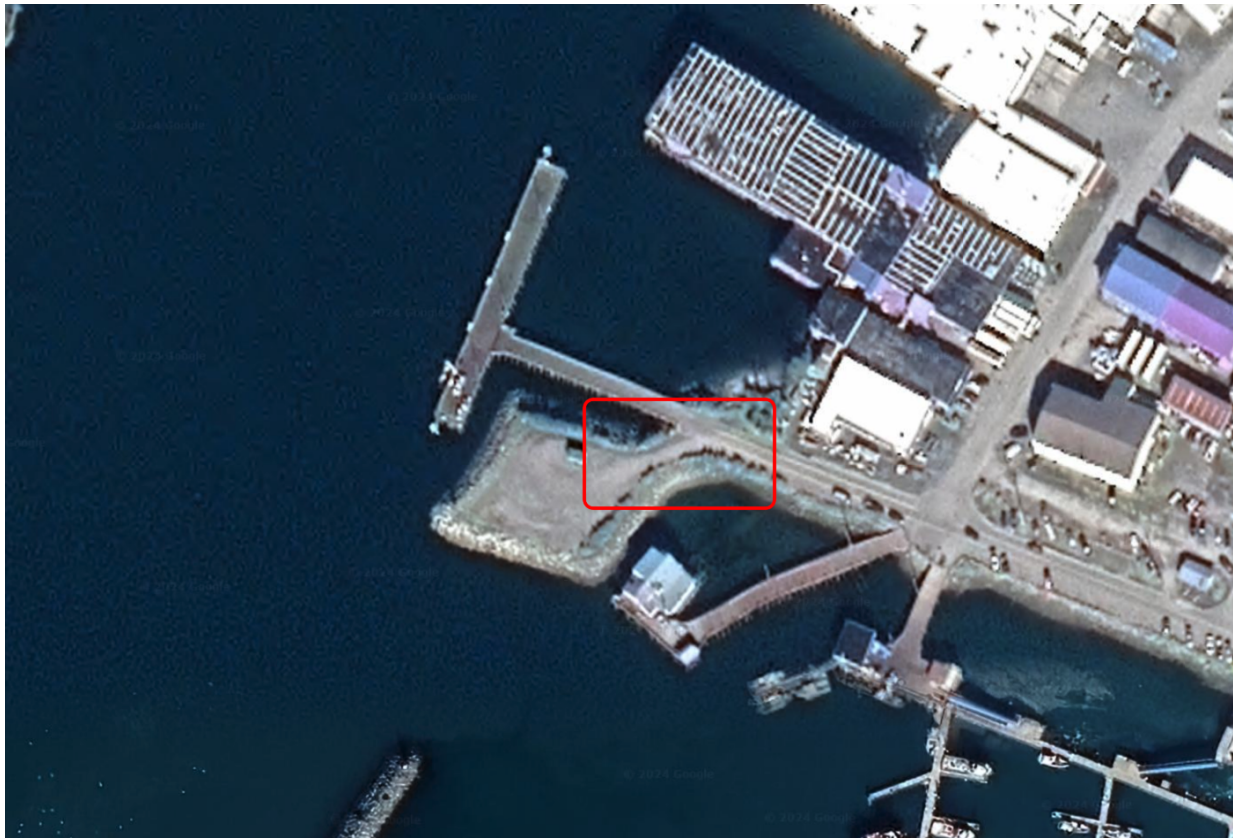


IMAGE 9: NORTH HARBOR PARKING LOT PROJECT SCREENSHOT

## Reduce Bottleneck

We understand that the city would like to reduce the bottleneck at the entrance of this lot. The road entering onto the property is quite skinny, therefore this location often sees constant car congestion. Our lot development project intends to explore opportunities to widen the entrance of this lot fill to help reduce the bottleneck here. However, we note that if the North Harbor Parking Lot expansion project is implemented in conjunction with our walkable park area, there would be more foot traffic rather than car congestion in this area afterwards.



**IMAGE 10: BIRDSEYE VIEW LOT BOTTLENECK**

## POTENTIAL CHALLENGES & MITIGATIONS

| ITEM                                            | RISK                                                                          | MITIGATION                                                                                                                                                                                                           |
|-------------------------------------------------|-------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Visitor Parking                                 | Visitors may have a shortage of parking if using the picnic table facilities. | Vehicle traffic fluctuates dramatically throughout the active fishing season. At times, there is plenty of available parking. However, at times, parking is limited. We would recommend planning visits accordingly. |
| Pedestrian Safety                               | Community members may have concerns of pedestrian safety.                     | Team members of Camtu's Alaska Wild Seafoods shall be trained on pedestrian right-of-way. The fence shall provide a physical divide between the pedestrian walkway and the offload operations.                       |
| Financial Risk (Cost Overruns / Purchase Price) | Rising construction costs or final purchase price higher than anticipated.    | Must extend the length of the project timeline into further phases. Explore other contractors/engineers or also alternative designs. Plan timing with other local projects with contractors.                         |
| Regulatory & Permitting Delays                  | Environmental permits or zoning approvals may slow progress.                  | Begin permitting early, consult proactively with DEC/ADF&G/USACE, and use an experienced local permitting consultant to streamline review, using experienced marine engineer contractors.                            |
| Community Perception & Opposition               | Concerns over private development on waterfront property.                     | Petition of Support, finding a compromise by sharing the lot for public space uses.                                                                                                                                  |
| Construction & Operational Challenges           | Weather delays, shipping/material shortages.                                  | Schedule construction during favorable seasons, hire contractors experienced in Cordova conditions. Extend the length of the project timeline into further phases.                                                   |
| Long-Term Maintenance & Liability               | Public space improvements may create ongoing costs.                           | Establish clear agreements with the City for maintenance responsibility, design low-maintenance amenities, and secure appropriate liability protections.                                                             |

# ACKNOWLEDGEMENT TO THE CORDOVA COMPREHENSION PLAN

[Link To Cordova Comprehension Plan](#)

## Land Use

In response to "Cordova Comprehension Plan Executive Summary, December 2019", section "Land Use", we shall address each applicable goal(s) below:

- **"Goal B: Protect and improve Cordova's character; its downtown, neighborhoods, waterfront and outdoor access."**
  - This oceanfront park and dock project aims to enhance and protect Cordova's unique character while improving its downtown, neighborhoods, waterfront, and outdoor access. By creating a space that has a harmonious blend of commercial and recreational components, we're preserving the town's rich maritime heritage while providing modern amenities for all user groups to enjoy. The project will revitalize the waterfront and harbor entrance, making it more accessible and attractive to locals and visitors. This design nourishes Cordova's rich fishing culture, ensuring that this development nurtures the town's existing character and charm.
- **"Goal C: Sustain the health of Cordova's natural systems."**
  - This lot development project will continue to sustain the health of Cordova's natural systems. The design of the final build will not require drastic environmental modification. In addition, the scenic park area will provide infrastructure that allows for the appreciation of Cordova's natural systems. This park provides a designated area nestled right on the oceanfront for all user groups to admire the animals and scenery that Alaska is famous for.

## Housing

This proposal project is not applicable to the Housing component of the Cordova Comprehension Plan.

## Economic Development

In response to "Cordova Comprehension Plan Executive Summary, December 2019", section "Economic Development", we shall address each applicable goal(s) below:

- **"Goal A: Support and sustain Cordova's seafood industry."**
  - This lot development project directly supports and sustains Cordova's seafood industry in two different aspects– commercially and recreationally. Commercially, additional pier support for improved dockside services for our fishing fleet will undoubtedly benefit one of Cordova's most proudest commercial industries. Recreationally, a scenic park shall continue to nurture the seafood industry for all parties, even beyond the fleet. An oceanside and harborfront park will provide enjoyment for fishing families and other local community members. This project's concept and location makes for a fitting setting for seafood industry tourism, marketing entities, and customers.
- **"Goal C: Support the growth of existing and new local businesses."**
  - Over the years as our customer orders, tender fleet, and fishing fleet have continued to grow, we have approached a maximum cap and bottleneck on any further expansion. Without this bottleneck, it provides our company the opportunity to buy more fish from our harvesters. The more fish that we are able to buy, the greater revenue and improved dockside service that we can provide. We believe this project will allow us an opportunity to lift this bottleneck and grow.
- **"Goal D: Pursue economic growth while preserving natural resources and characteristics that residents value."**
  - This lot development design does not require drastic environmental modification and preserves the property as it is. The park can serve as an educational platform, raising awareness about local

ecosystems and promoting environmental stewardship among residents and visitors. The park will allow for sightseeing of all marine animals that are beloved by all. By balancing human use with ecological preservation, the dock and park can demonstrate how commercial development and environmental conservation can coexist, ensuring the long-term health of Cordova's natural systems and supporting our community's strongest economic industry. This design will not hinder Cordova from economic growth and development.

## Transportation

In response to "Cordova Comprehension Plan Executive Summary, December 2019", section "Transportation", we shall address each applicable goal(s) below:

- **"Goal C: Provide a network of pedestrian and bicycle facilities that are usable year round by people of all abilities."**
  - Tidewater Development Park's location provides an advantage with its close proximity to the downtown Cordova. During the summer season, Cordova is famous for its great influx of people. From fishermen, tourism, seafood workers, and more, this is what makes Cordova come alive. This oceanfront recreational park area will integrate with downtown, driving more pedestrian foot traffic and bicycling activity in the area. This will complement the City of Cordova's Parking Lot Development Parking Lot well.

## Quality of Life

In response to "Cordova Comprehension Plan Executive Summary, December 2019", section "Quality of Life" and applicable goal(s), we shall address each item below:

- **"Goal A: Enhance and preserve Cordova's indoor and outdoor recreation opportunities."**
  - This lot development design aspires to enhance and preserve Cordova's indoor and outdoor recreation opportunities. By creating a multi-functional space along the waterfront, this development can provide residents and visitors with a new avenue for recreation. The park area shall offer scenic picnic spots, and encourage foot traffic, catering to those who enjoy spending time in nature, by the ocean. The dock itself can serve as a platform for seafood industry enthusiasts. This blend of indoor and outdoor recreational spaces will not only preserve existing opportunities but also create new ones, fostering a more active, engaged community and enhancing Cordova's appeal as a destination for both residents and tourists seeking waterfront experiences.

## Fiscal Health, Public Facilities and Services

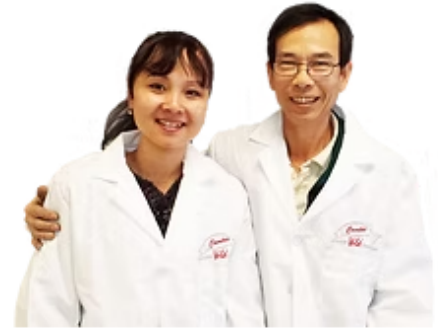
In response to "Cordova Comprehension Plan Executive Summary, December 2019", section "Fiscal Health, Public Facilities and Services" and applicable goal(s), we shall address each item below:

- **"Goal A: Provide efficient, effective, fiscally responsible services, infrastructure, and facilities."**
  - The services, infrastructure, and facilities of this lot development design is intended to be built efficiently and cost effectively. The facilities intend to be constructed with simplistic design, which will support a quicker timeline for construction. Lastly, combining multiple amenities and facilities on one lot maximizes land use efficiency.

## PAST EXPERIENCE OF PROPOSERS

### Camtu's Clothing & Alterations

Camtu Ho began her business in Cordova as a clothing alterations store alongside a very small and unique store on 512 2nd Street until 2014. This store offered clothing, gifts, Asian produce, and foods. They also operated a photo development business and provided printed passport photo services.



### Cordova Transport, LLC

Camtu Ho and Thai acquired a trucking business that transported freight to/from the airport that still operates to present day. They had contracts with Alaska Airlines, Ace Air Cargo, local business, and more. These contracts have made improvements to our remote mail system. The contract with Ace Air Cargo has allowed for speedier delivery of freight into Cordova for previously difficult carrier services such as FedEx and UPS.

### Camtu Center

On Lot 7 of the South Fill Development Park (129 Harbor Loop Road), Camtu and Thai built and established Camtu Center in 2013, another vibrant and flourishing store. This became an enlarged and enhanced version of their original store. The store offered fresh produce, groceries, foods, and drinks downstairs and then clothing, gifts, and shopping on the upstairs floor. This store provided diverse foods from all different cultures and thus providing a unique shopping experience for everyone in the town to enjoy.

### Alaska Wild Seafoods, LLC (Now Camtu's Alaska Wild Seafoods)

Thai began as a maintenance technician in a large seafood processing plant for 10 years. Through the years, they both explored and worked through many opportunities to save up for their new businesses and the first bow-picker that started it all. Without any prior knowledge or help, Thai took his fishing boat out and taught himself how to fish salmon. As Thai's fishing skills grew, Camtu and Thai began direct marketing their salmon. The quality in their salmon was well noted and revered by customers. Therefore, their orders began growing larger and larger. In 2014, a one-room building extension was constructed as an addition onto the Camtu Center building. Over time, one processing room became several buildings by 2018. One fishing boat became 250+ boats. Dock delivery became 7 chartered tender vessels. A staff of 10 employees became 75 employees. From seafood plant workers, to their own fishing boats, to direct marketing, their passion and dreams continued to grow. Today, they are an established wholesale operation that produces one of the most sought-after seafoods in the world, to customers all over the United States. The company now moves up to 6 million pounds of salmon annually. The operation still remains family-owned. Our story represents a significant example of achieving the American Dream.

## CONCLUSION

### Closing

Dear Representatives of the City of Cordova, Councilmen, Community Members,

We are proud of the strong friendships and business relationships that we have with our fishing, tender fleet, and community, which fuels our passion for every new season, each year. We are grateful for the amount of support in our local, family-operating seafood plant. We are inspired to build an infrastructure that will allow us to provide greater and improved services to our fleet and create a memorable location for the entire community. We hope this project grows and satisfies Cordova in multiple aspects such as commercially, economically, and recreationally. Simultaneously, we hope this project satisfies all parties and subgroups within Cordova.

We thank all readers for your time reviewing our project details and we greatly appreciate everyone's consideration in our Request for Proposal submission for "LOT 1, BLOCK 7A, OF TIDEWATER DEVELOPMENT PARK".

Sincerely,



Camtu Ho  
President & CEO



Thai Vu  
Vice President



Tyler Dillon  
Plant Manager, Head of Fleet & Sales



Tu Trinh Dillon  
General Manager, Head of Office & Compliance

## PETITION OF SUPPORT

Dear Beloved Viewers,

Camtu's Alaska Wild Seafoods is exploring the opportunity to establish a dedicated offload dock in Cordova. We've created a petition of support for those who would like to show their support. If you'd like to support this effort, please visit the link below and fill out the form.

- Support our strong seafood industry / economy
- Increase fishermen dockside services / support

Thank you so much for your time and support!

### [PETITION LINK](#)

Or Short Link:

<https://shorturl.at/oh7qR>

### [PETITION SUBMISSIONS](#)

Or Short Link:

<https://shorturl.at/pBDq5>