ALL AMERICAN MARINE

WSTC PRESENTATION

June 2020

ALL AMERICAN MARINE

- Founded in Bellingham, WA in 1987, AAM builds custom innovative aluminum vessels for unique missions.
- 1999 – AAM Developed an Exclusive Partnership for North America with Teknicraft Design, ltd.
- AAM utilizes cutting-edge technology advancements and construction techniques, including the manufacturing of vessels with hybrid technology.
- In 2017, All American expanded into their new facility on Bellingham Bay, with increased production capacity and a growing workforce.
- We have built all of the vessels operated by King County Water Taxi as well as a four vessels for Kitsap Transit

DESIGN

A PROVEN APPROACH

- Starting with a fully holistic approach to each vessel to solve problems
- Vessels have specific missions and each vessel is designed specifically to meet our customers needs.
- Our relationship with Teknicraft since 1999 has streamlined the design and construction processes, yielding the highest value vessels for our operators.

KING COUNTY WATER TAXI

- Twin 105' Water Taxis
- 278 Passenger Capacity
- 28 Knots Cruise
- Sally Fox provides passenger-only service from Vashon Island to downtown Seattle.
- The sister vessel, MV Doc Maynard operates from West Seattle to downtown.
- Interior seating for 250 with 28 additional outdoor seats available on the upper aft deck
- 26 Bicycle Capacity

KING COUNTY WATER TAXI

- Approximately 14 – 276 Passenger POF's could be built for the cost of 1 Car Ferry
- ~3800 Total Passengers could be moved by 14 vessels PER TRIP
- Far less docking infrastructure required – even a local marina with floating docks could easily be adapted in a smaller community
- Reduction of passenger loading/unloading time
- Higher Speeds = Faster Trips
- Public Transportation, Uber, Bike/Scooter Sharing Can Serve Passengers for the "Last Mile"

KITSAP TRANSIT - ULTRA LOW WAKE VESSELS

- Three vessels built as a result of a federally funded study on mitigating shoreline erosion with POF Service in Rich Passage
- Triple - 118 Passenger Ferries
- High Speed, Ultra low-wake
- Quad Jet Boats
- Cutting edge wake wash mitigation technology
- Composite superstructure
- Dynamic carbon-fiber hydrofoil
- Optimal Fuel Economy

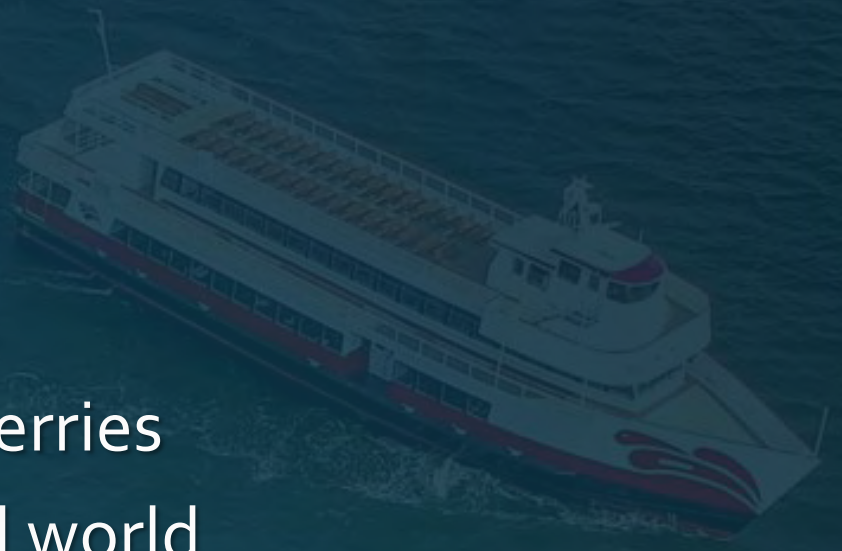
PROPULSION TRENDS

STILL A LONG WAY TO GO

- We are the leading builder for Hybrid-electric vessels in the US
- Hydrogen Fuel Cell Project - this tech will leapfrog hybrid in the years to come
- How fast and how far will determine the best option for a vessel – "Right tool for the right job"
- Technology is not quite there yet for a fully electric high speed ferries.
- Cohesion with designer and builder critical for alternative propulsion installation

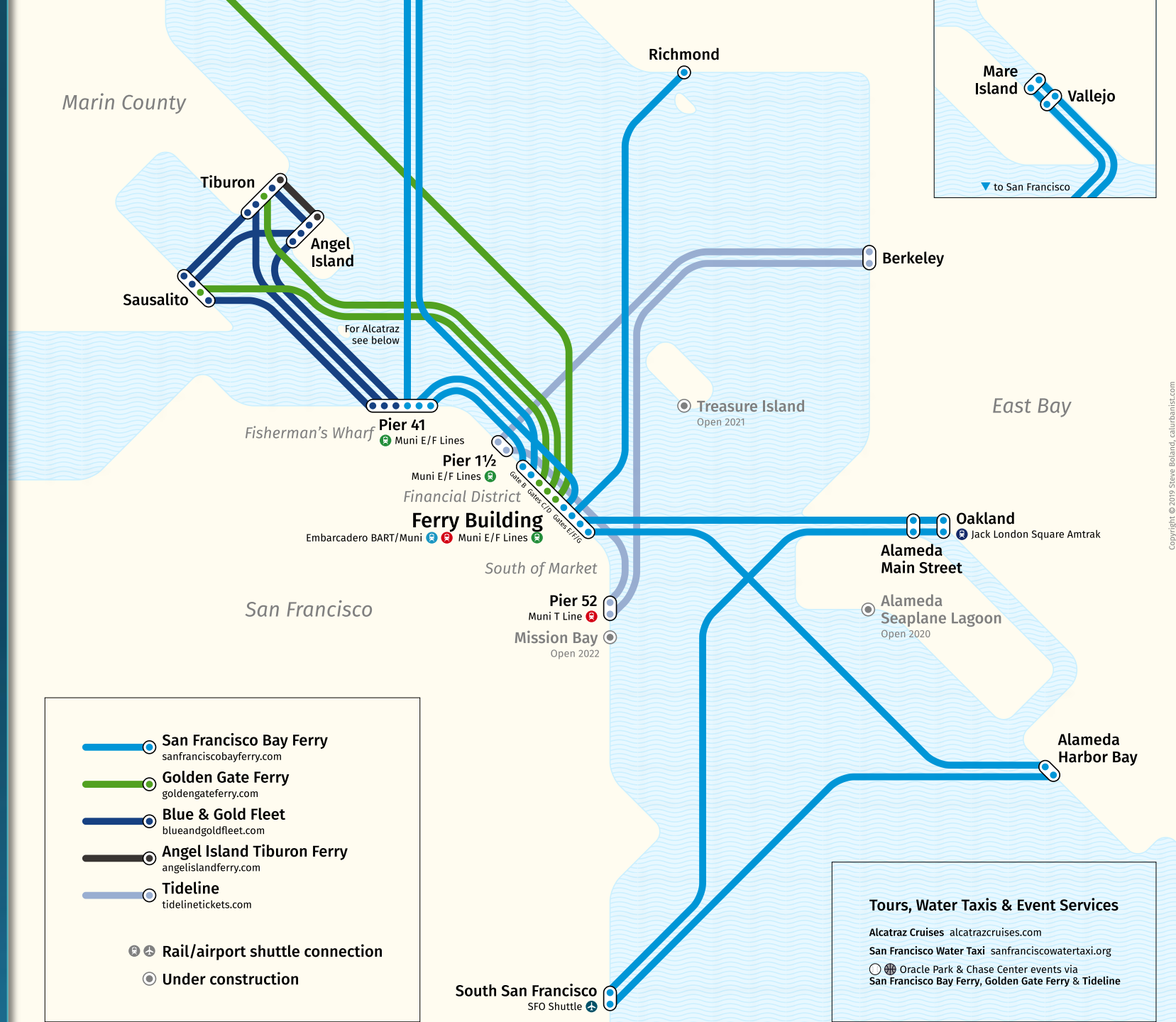
INFRASTRUCTURE IS CRITICAL

- Passenger Only Ferry adoption is critical to developing a robust transit ecosystem and has substantial regional benefits:
  - Pleasant and predictable commute
  - Economical and Ecological
  - Tourism and Special Events
  - Emergency Preparedness
- Less staff, less infrastructure compared to car ferries
- These POF "hubs" exist around the country and world
- A well-connected POF system connecting the Puget Sound, Lake Washington, Tacoma, and outer islands would reduce overall traffic
- Train Station type hub with multiple operators coming and going



REGIONS WITH A ROBUST POF ECOSYSTEM

- San Francisco, CA
  - 5 Operators – 15 Communities Served



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*approximate

REGIONS WITH A ROBUST POF ECOSYSTEM

- San Francisco, CA
  - 5 Operators – 15 Communities Served
- Boston, MA
  - 7 Routes – 9 Communities Served

*approximate

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- Sydney AUS
  - 1 Operator – 30+ Communities Served

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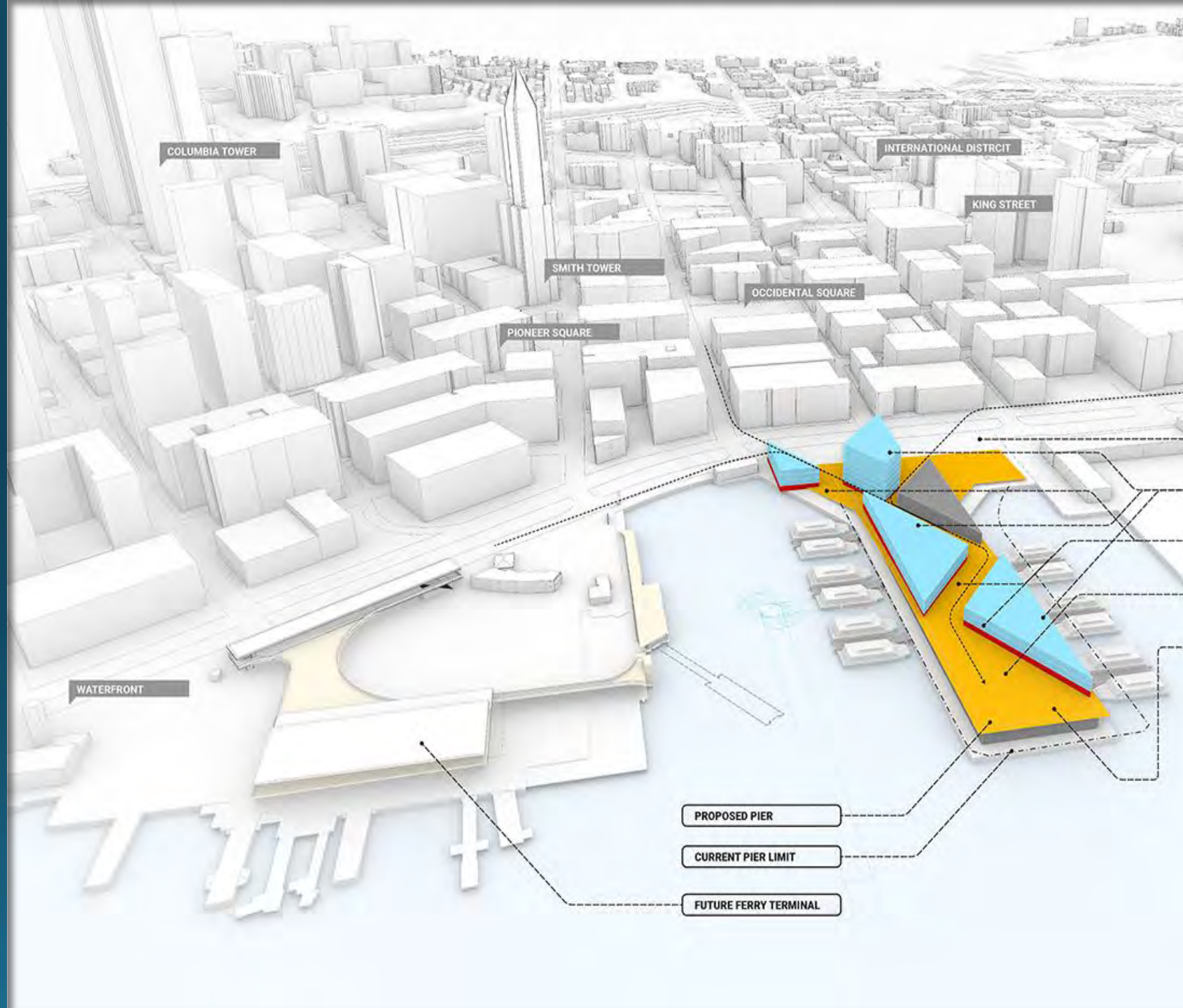

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POTENTIAL SEATTLE POF ECOSYSTEM

- With Centralized POF "Hub" Infrastructure
- Potential for multiple operators to serve dozens of routes
- 50+ Communities Potentially Served
- Boosting tourism, industry, the environment, and reducing manpower requirements, environmental footprint, and traffic congestion

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