

December 8, 2020

To the Honorable  
Common Council  
City of Milwaukee

Dear Council Members,

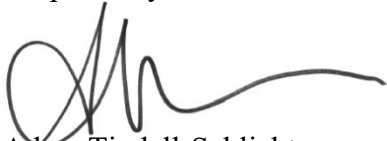
Pearl Seas Management and the Board of Harbor Commissioners have agreed to a lease for exclusive use of Port Milwaukee's Pier Wisconsin Cruise Dock in the City of Milwaukee. As a result of this agreement, Pearl Seas has guaranteed that it will host at least 5 turnaround visits (approximately 10 days of cruise docking) for its international cruise itineraries from 2021 to 2030. The agreement also includes an option to extend the guaranteed turnaround service from 2031 to 2040. Pearl Seas is also required to immediately relay an additional \$50,000 to the City via Port Milwaukee for seasonal upkeep of Pier Wisconsin prior to the next cruise vessel arrival as anticipated in 2021, pending U.S. or Canadian federal limitations specific to the COVID-19 pandemic.

The agreement also allows for additional cruise ships to dock at Pier Wisconsin within a guaranteed scheduling timeframe afforded to Pearl Seas per the agreement. When not in active use for cruise vessel docking when subject to U.S. Department of Homeland Security safety and security requirements, Pier Wisconsin will remain available accessible to the general public.

The total value of the 20-year contract (including options) is \$1,097,346.00; guaranteed revenues from Pearl Seas to the City via Port Milwaukee will increase on average by 3% annually.

The lease was unanimously approved by the Board of Harbor Commissioners at its meeting on December 3, 2020. It is therefore, placed before your Honorable Body for its ratification of the Board's action. We respectfully request that you approve this Lease and authorize its execution by adopting the attached resolution.

Respectfully submitted,



Adam Tindall-Schlicht  
Director  
Port Milwaukee