
Til: Departementet for Erhverv, Arbejdsmarked, Handel og Energi (ISIIN@nanoq.gl)
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Titel: Proposed Legislation Regarding Foreign Guides & Outfitters in Greenland
Sendt: 22-05-2024 12:39

Greenlandic Ministry of Industry, Energy and Research
21 May 2024

To Whom it May Concern,

My name is Andrew McLean and I am a Mountain Guide from Park City, Utah, USA. I have been to Greenland four times over the last two years to bring clients skiing in the fjords outside of Nuuk and Mantsiq while aboard a sailboat registered out of Norway. I am writing regarding the proposed legislation which would ban foreign guides and outfitters from operating in Greenland as I feel we contribute substantially to the local economy and ski mountaineering expertise on our trips. We are a luxury tour operator and run guided ski mountaineering trips all over the world, including locations like Svalbard, Norway, Antarctica, Iceland, Japan, and Alaska.

On our recent trips to Greenland, we flew on Air Greenland, stayed multiple days in the Hotel Hans Egede, ate at local restaurants, drank at local bars, used local taxis, purchased food at local grocery stores and bought souvenirs. Our average client contributes over 17,500 dkk directly into the Greenlandic economy. On top of this, the ship we charter buys fuel, pays harbor fees and purchases marine and food supplies locally in Nuuk. Our program is based on hiking up and skiing down, so we do not require any infrastructure or extraction and the only thing we are leaving behind are ski tracks.

Like many of my fellow foreign guides in Greenland, I have spent my entire life skiing and made a career out of ski guiding. A typical foreign guide will be an expert skier and have many years of extensive guide training as well as avalanche avoidance, rescue, First Aid, navigation and mountain skills. These are not things that can easily be learned in a season or two, especially in an area as complex as Greenland. In areas such as Morocco and China, it is common to have locals included on the trips both for knowledge transfer and local insights, which I think would also work well in Greenland.

As a luxury tourism outfitter, our company markets directly to skiers and maintains a database of potential clients. Much of our business is from returning customers, direct referrals or through social media accounts of the 40+ guides who work with us. The pool of potential customers is relatively small and there are many skiing options around the world. If we are not allowed to operate in Greenland, we will take our customers and expertise elsewhere and in turn, Greenlandic guides will not be welcome to work in other countries. It would be a loss all around.

Although I'm a relative newcomer to Greenland, I am in awe of the beauty, landscape, culture, and skiing potential of the area. I look forward to skiing there every year and we currently have three trips with 30 people total booked for 2025 in Greenland. I sincerely hope you will reconsider this legislation as I know we are all excited to visit Greenland again.

Best wishes,

Andrew McLean

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