

## James Pruett

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**From:** Krystlyn Giedt <ceo@hmbcoastsidechamber.com>  
**Sent:** Tuesday, August 18, 2020 6:49 PM  
**To:** Nancy Reyering; Sabrina Brennan; Tom Mattusch; Virginia Chang Kiraly; Edmundo Larenas  
**Cc:** James Pruett  
**Subject:** For Tomorrow's Meeting : Advocating on Behalf of Lease Negotiations with Mavericks Surf Shop

Hello Commissioners!

I hope the weekend and week start have treated you well!!

I was reading the meeting agenda and noticed you will be discussing options in regards to upcoming lease negotiations for Mavericks Surf Shop. I would like to advocate for the month-to-month, followed by the option where Jim Pruett is given authority to negotiate with them directly for the long-term.

As we all are excruciatingly aware, the last 6-months have been some of the most heart-wrenching times for businesses as they manage through the pandemic, jump through insane hoops to generate revenue, and ultimately learn if their business will survive. We have, so far, been very lucky on the Coastside in that our rate of closures have seemingly been less than those in other areas. Fingers crossed we continue the trend. Any business currently open, is exponentially more likely to remain open in the long-term.

Allowing for a month-to-month, and then allowing direct negotiating between Jim and the Shop seems like the option that will bring the Harbor the best, fastest, revenue-generating result with the least amount of cost to the Harbor.

Concerns with Motion 3, sending an RFP for tenants is two-fold. First, RFP's are a long process and could result in a vacancy before a new tenant is found, resulting in lost revenue for the Harbor. We are potentially going to see the most commercial vacancies ever. It's a gamble trying to fill spots in any timely manner. Second, depending on how it's adopted and written for future leases, it could undermine negotiations for new leases. If I was looking to rent a space and saw that every time it came up for renewal, I might be evicted because an RFP was going out every time...I would avoid that space altogether as being too much of a headache. It's also my understanding that this option may have been previously deployed at Oyster Point and in the end, the current tenants ended up staying, so feels like a long way 'round to keep what you already have.

Concerns with Motion 4, hiring a property manager. This seems like an unneeded expense for the Harbor at this time. Property managers can't guarantee tenants or revenue. The Harbor could end up with no ROI.

Thank you for taking the time to read this novel! I look forward to tomorrow nights discussion!!

**Krystlyn Giedt**  
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