



October 30, 2012

Marilyn Wilbarger
Property Manager City of Key West
201 William Street
Key West, FL 33040

Dear Marilyn,

Please find attached our request for lease amendments to both the Sebago and Appledore booths to be an action item on the Bight Board's November agenda. The loss of revenue experienced by our business from not being able to sell photo packages is considerable.

Our costs of operation including both dockage and leases with the City continue to go up. We can ill afford the loss of revenue caused by the loss of the souvenir photo sales.

While I understand you may have concerns over how the booths are operated, I believe our request is a completely separate matter and should not be tied to any future changes you may contemplate. I would appreciate your support on this matter.

Regards,

Paul H. McGrail



Key West Bight Management District Board
201 William Street
Key West, FL 33040

October 30, 2012

Dear Chairman Knowles and Board Members,

For more than twenty years, we as commercial boat operators have offered souvenir photos to our guests. This has been a significant revenue source for our business in partnership with independently contracted photographers. For the past many months, this ability has been denied to us because of licensing issues and more directly the ability to have photo boards on the docks. I am convinced that allowing us to sell photos from our ticket booths would not be a conflict with the common area, and would allow our business and others like ours to regain this lost revenue.

It has been explained to me by Marilyn that we could sell our photos on board as do two other operators. This is not feasible for us, as it would greatly affect our crew's gratuities, and we do not have another vessel nearby that would be practical to sell our photos from. Specifically we ask that the Board approve an amendment to both the Sebago and Appledore booth leases to allow us the ability to sell souvenir photo and digital media packages. Additionally we would like to be able to have our neighbor, Sunset Watersports, use the Appledore booth for their photo sales, as it is adjacent to their vessel as well.

I have spoken to all of the inspected commercial vessel operators impacted like us regarding this matter and I have each of their support. While I am requesting this amendment specifically for our business, I would fully support similar requests from our neighbors.

The loss of revenue from not having photo sales has negatively impacted our business and overall customer service. I, as well as others, appreciate your approval on this matter as it is vital for our continued success and that of the entire Key West Bight.

Sincerely,

Paul H. McGrail