

## Cheri Smith

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**From:** schoonerwb@aol.com  
**Sent:** Tuesday, July 21, 2020 2:05 PM  
**To:** Mayor E-Mail; Jimmy Weekley; Samuel Kaufman; Billy Wardlow; Gregory Davila; Clayton Lopez; Mary Lou Hoover; Cheri Smith  
**Cc:** kwseaport@comcast.net; schoonerwb@aol.com  
**Subject:** Rent Abatement

Dear Mayor and Commissioners,

As you know, our business has been damaged by the pandemic closures, as have all our neighbor's. We therefor request that you abate (not defer) our April, May, and June rent. We also request that our rent be adjusted to a straight percentage of our gross income going forward until the pandemic has passed.

We have been in business for over 34 years. Schooner Wharf Bar had already been voted Best Bar several times by the People's Choice Awards before the City became involved at the Bight. Key West Seaport, Inc. , parent company of Schooner Wharf and creator of the "Historic Seaport" concept the City adopted, and the voters of Key West were convinced to support the referendum to purchase the bight (which we had intended to purchase ourselves) as a public/private partnership to preserve it's funky character and protect it from overdevelopment. While it was expected to pay for itself it was not intended to be a cash cow. It was supposed to be about preservation. In return for our support we were promised that our business would not be damaged and we were guaranteed a long term lease at fair market rent based on the value of the real estate we occupied. Instead, we have been forced to pay rent based on the success of our business, which was created through our risk and hard work over many years before the City became involved.

We have paid the City over ten million dollars (\$10,000,000.) since they became involved with us at the Bight. We have also created and produce many popular events that benefit all of the tenants at the Bight as well as the community at large. A huge reserve fund has been created through our labors. The tenants are responsible for the success of the Bight.

We are contributing millions of our hard-earned dollars to help the City of Key West. Please support us and our 80 employees as we all try to recover from this nightmare.

Respectfully,  
Paul & Evalena Worthington  
Key West Seaport,LLC/Schooner Wharf Bar

## Cheri Smith

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**From:** Michael Cash <mike@kwartworks.com>  
**Sent:** Tuesday, July 21, 2020 2:04 PM  
**To:** Cheri Smith  
**Subject:** Caroline Street Corridor and Bahama Village Redevelopment Agency meeting Item #2

Dear Mayor and Commissioners,

Thank you for taking the time to consider the resolution we have submitted for redistribution of funds to help all the Bight tenants. As the owner of Key West Artworks for the past 12 years, I would like to stress the importance of this Item #2.

Our store is very local. We have over a dozen Artist and unique craft work people that over the years, have provided many a tourist with smiles and amazement with the one of a kind eclectic gift items that we offer. From children to adults.

Without this resolution, which is at no cost to the taxpayers, we would be up against a double edge sword. The slowest time of the year is approaching, with all activities cancelled and without the resolution approval, I fear the smiles and locals we support may be gone, along with my employees.

Please consider this win, win situation and vote a yes for it and all of the people connected to it.

Mayor Johnston and Commissioners, if the resolution is passed, I am quite confident that the Bight tenants will do their part to keep the Bight flowing with the vibrant personality I have seen over the past 12 years, no matter what we have had to overcome.

Thank You

Michael Cash

## Cheri Smith

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**From:** Jack Anderson <kwlocals@gmail.com>  
**Sent:** Tuesday, July 21, 2020 10:21 AM  
**To:** Cheri Smith  
**Cc:** Jimmy Weekley; Clayton Lopez; Mary Lou Hoover; Billy Wardlow; Gregory Davila; Samuel Kaufman; Teri Johnston  
**Subject:** CRA Resolution 2 on Bight Rent abatement  
**Attachments:** Gross sales comparison report 2000-2018Rent and gross sales comparison report p1.pdf; Gross sales comparison report2000-2018Rent and gross sales comparison report p2.pdf; gross sales comparison report p3.pdf; Resolution 92-400 KW Bight - Trust for Public Land Financial Advisory Com-p0001 - p0007-1.pdf

Dear Mayor and Commissioners,

Local Color has been an upland tenant since 1986, when we took over the location from Jimmy Buffet's original Margaritaville store. Later, when Bahama Mamas went bankrupt, we enlarged Local Color to include that space and then did the same to incorporate the Half Shell Fish Market space. Over time we have totally rebuilt the store and invested substantial resources to bring the building up to code and make it what it is today.

We have designed our own clothing and jewelry lines and bring many people to the Bight with referrals from our other businesses downtown. A few years back, shopping at Local Color was named one of the top reasons to visit Key West by National Geographic.

We have had many challenges to remain in business over the years, and have never received any considerations for disruption of business from hurricanes, lengthy construction projects, or other events which forced us to close or negatively affected our business. I have attended hundreds of meetings since before the city purchased the property and volunteered my time to help the city whenever I could.

We were closed for two and a half months by city order because of the COVID-19, and the future remains very uncertain. One thing that is certain, however, is that if we do not have some help from the city, our business will certainly fail as will many others in the Bight. When the percentage rent component of 6% of gross sales over a "break point" was established to guarantee "Market Rent", the city made themselves our partner. But if you look closely at the Rent and Gross sales report in the managers report of the Bight Board minutes, few if any actually pay the 6% component over the base

rent breakpoint. Due to many years of above market increases, the rents are no longer sustainable for the tenants, especially considering the cataclysmic shift in the market due to COVID-19. It would be a pity to cause our business and others to fail during this difficult period. We are in this for the long term and we need your help to weather the storm, so that Local Color and the other independent local businesses in the Bight can stay at the Bight and continue to contribute to its unique character. We strongly believe that it is both in the tenants, and the City's, best interest to abate three months of rent and reduce rents going forward in order to conserve the unique tenant base of the Bight.

Attached are sales reports and a copy of Resolution 92400, which was voted for by the people of Key West to encourage the City to Preserve the Bight.

Best regards,  
Jack Anderson



July 21, 2020

RE: Caroline Street Corridor and Bahama Village Community Redevelopment Agency Meeting Item #2

Dear City Commissioners:

With the possibility of three months abatement and rent reduction to 6% of sales with the Half Shell still paying monthly CAM fees, insurance and utilities. We will be able to bring back and keep working more of our staff who will then be able to pay their rent, shop locally and support other Key West businesses that are affected by the COVID-19 pandemic. With our current occupancy at only 50% we need every bit of help that we can get to keep the Half Shell Raw Bar doors open.

Regards:

*Bobby K*

Bobby Kuchinsky  
General Manager  
Half Shell Raw Bar

C: 305-304-8524

R: 305-294-7496

E: [bobby@halfshellrawbar.com](mailto:bobby@halfshellrawbar.com)

## Cheri Smith

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**From:** phil@halfshellrawbar.com  
**Sent:** Monday, July 20, 2020 6:10 PM  
**To:** Cheri Smith  
**Subject:** [FWD: Request for 3 month abatement and rent reduction]

----- Original Message -----

Subject: Request for 3 month abatement and rent reduction

From: <[phil@halfshellrawbar.com](mailto:phil@halfshellrawbar.com)>

Date: Mon, July 20, 2020 3:05 pm

To: "[csmithy@cityofkeywest-fl.gov](mailto:csmithy@cityofkeywest-fl.gov)" <[csmithy@cityofkeywest-fl.gov](mailto:csmithy@cityofkeywest-fl.gov)> ,

"[michael.knowles@hilton.com](mailto:michael.knowles@hilton.com)" <[michael.knowles@hilton.com](mailto:michael.knowles@hilton.com)> ,

"[barry@smithoropeza.com](mailto:barry@smithoropeza.com)" <[barry@smithoropeza.com](mailto:barry@smithoropeza.com)>

Good afternoon,

This is a request for a rent reduction to 6% on our gross sales and a 3 month abatement. By doing this, you would make it possible for The Half Shell Raw Bar to continue keeping our staff employed through this pandemic.

Thanks in advance for your consideration into this matter.

Phil Buscher  
Restaurant & Event Manager  
Half Shell Raw Bar  
231 Margaret Street  
Key West, FL 33040  
O-305.294.7496  
C-773.397.7447



July 21, 2020

Dear City Commissioners,

Since 1972, the Half Shell Raw Bar has been a historic part of the Key West Bight, or Land's End Marina as it was known back then. This restaurant landmark has weathered its share of storms through private ownership and later a sale to the city of Key West; however, it has always come through as a positive partner to the city.

As an anchor tenant to the Bight, this area of the island relies on the Half Shell's foot traffic as both locals and tourists frequent our establishment. In this tight-knit neighborhood, we count on our neighbor's businesses to also thrive as we strongly believe a rising tide lifts all boats. We employ over 50 people in the community with a handful of them working under this one roof for over 30 years (and others between 15-25 years). This establishment has been home to so many people for so long because of our strong relationship with the city.

In the past, the Raw Bar has survived a number of hurricanes and the city has given rent deferrals and abatements over the years. In order for this iconic brand to survive the remainder of the year, and perhaps longer, we would strongly suggest a three (3) month abatement of our rent, then pay a monthly rent of 6% of sales going forward until we are operating at 100 % occupancy and/or the business is back up to the pre-Covid 19 levels. It is important that, as a tenant, we make money so that the city, our landlords, can profit from everyone's hard work.

The Half Shell Raw Bar and its staff are one big family that truly cares about their city and its neighbors. This pandemic and economic downturn has affected everyone in life altering ways and we are counting on the City to help our business so that we can continue to be one of the Historic Seaport's iconic restaurant brands for years to come.

Sincerely,

Michael Croce  
Member  
Moro Management, LLC