

# **B.O.'s Fish Wagon**

801 Caroline St.  
Key West, Fl 33040  
(305)294-9272

June 8, 2016

To: Key West Historic Bight Management

B.O.'s Fish Wagon is requesting a rent reduction for the duration of construction on Caroline Street, from November 2015 through August 2016. Despite our best efforts, business has been adversely affected, both in volume and net profit. Our customer base, staff, and business relationships have also been negatively impacted. These damages will be felt for some time to come, well after construction has been completed.

We have endured heavy construction within feet of our fully exposed kitchen and dining area for months at a time. Customer access to B.O.'s Fish Wagon has been hampered due to sidewalk and street closures, as well as lack of parking. One side of the restaurant has caved in due to work on the adjacent parking lot. Additionally, we have lost valued and highly trained employees due to breathing issues and financial concerns.

We have worked hard to mitigate the loss of sales and staff. We have increased our on-line presence, instituted happy hour and added to our entertainment budget. Concerned with the harsh conditions our customers would endure in order to dine with us, we did not increase prices going into season, as we would normally consider. Instead, we added higher profit margin menu items to offset some of the loss.

Employee retention is extremely important to us. It is difficult to find reliable, capable people. It is also an investment of time and money to train them in the preparations and procedures specific to our restaurant. Although we have lost part of our staff, we have kept the majority by buffering the the unsettling day to day circumstances. We have kept working conditions as stable as possible by maintaining 40 hour work weeks, honoring schedule requests and offering fair compensation.

Although we have managed to keep the loss of sales down to \$104,057.00 for the first six months of construction, our net profit has been disproportionately reduced. In other words, coaxing customers to navigate the maze of side walk and street closures, only to sit in a construction site has come at a higher price. Food and staff expenses are up, due to food loss and the challenges of forecasting business day to day. Street construction plans are shared with us, but only in general time frames and with consequences to

business that we can only guess. We have not been able to set money aside for the slow season and have unmet financial obligations exceeding \$20,000.00.

Our managing partner is exhausted, working seven days a week, lunch and dinner, breathing dust and worrying.

Due to our inability to have full use of our property and business during construction of Caroline Street, B.O.'s Fish Wagon is requesting a 50 percent reduction in rent from November 2015 through August 2016.

It is our mission to expose our guests to traditional Key West food and culture. With the help of the Key West Bight, B.O.'s Fish Wagon will continue to provide an authentic and unique experience to both our locals and island visitors. Key West is a special place for residents and guests alike; a tapestry of history, art, gulf waters and honky tonks. We are honored to be a thread in this rich fabric.

Sincerely,

A handwritten signature in cursive script that reads "Buddy & Holly Owen". The ink is dark and the signature is fluid, with the names connected together.

Buddy & Holly Owen  
B.O.'s Fish Wagon