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Bettencourt Fisheries- 4th Space Proposal

Lisa Damrosch <lisadamrosch@gmail.com>

Wed, Aug 22, 2012 at 11:43 AM

To: Peter Grenell <pgrenell@smharbor.com>

Cc: Geoff Bettencourt <geoffbettencourt@gmail.com>, James Tucker <jamestucker17@comcast.net>, Jim Miller <jmiller@smollp.com>, mistergapa@yahoo.com, William <william@holsingerlawoffice.com>

Mr Grenell-

Attached is some information for you regarding a fourth offloading/buying location at Johnson Pier. We would still very much like to meet with you about this issue.

Hard copies of this package will be delivered to the Pillar Point Harbormaster's office by 2pm today.

Thank you

Lisa Bettencourt-Damrosch and Geoff Bettencourt

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Lisa Bettencourt-Damrosch

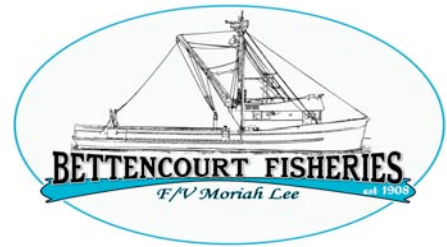
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Bettencourt-4thLocation.pdf

8437K



8/22/12

Dear Mr. Grenell:

Attached please find an initial proposal from Bettencourt Fisheries regarding a 4th fish buying/offloading location on Johnson Pier in Pillar Point Harbor. We believe that adding a fourth station makes good sense and as we have requested previously, we would like to discuss it further.

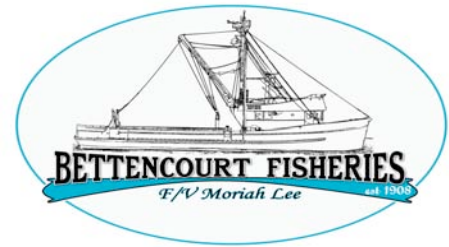
As we have indicated, any agreement reached would be accompanied by a full release of all claims.

We really hope that we can meet with you soon.

Thanks

Geoff Bettencourt

Lisa Bettencourt-Damrosch



Bettencourt Fisheries

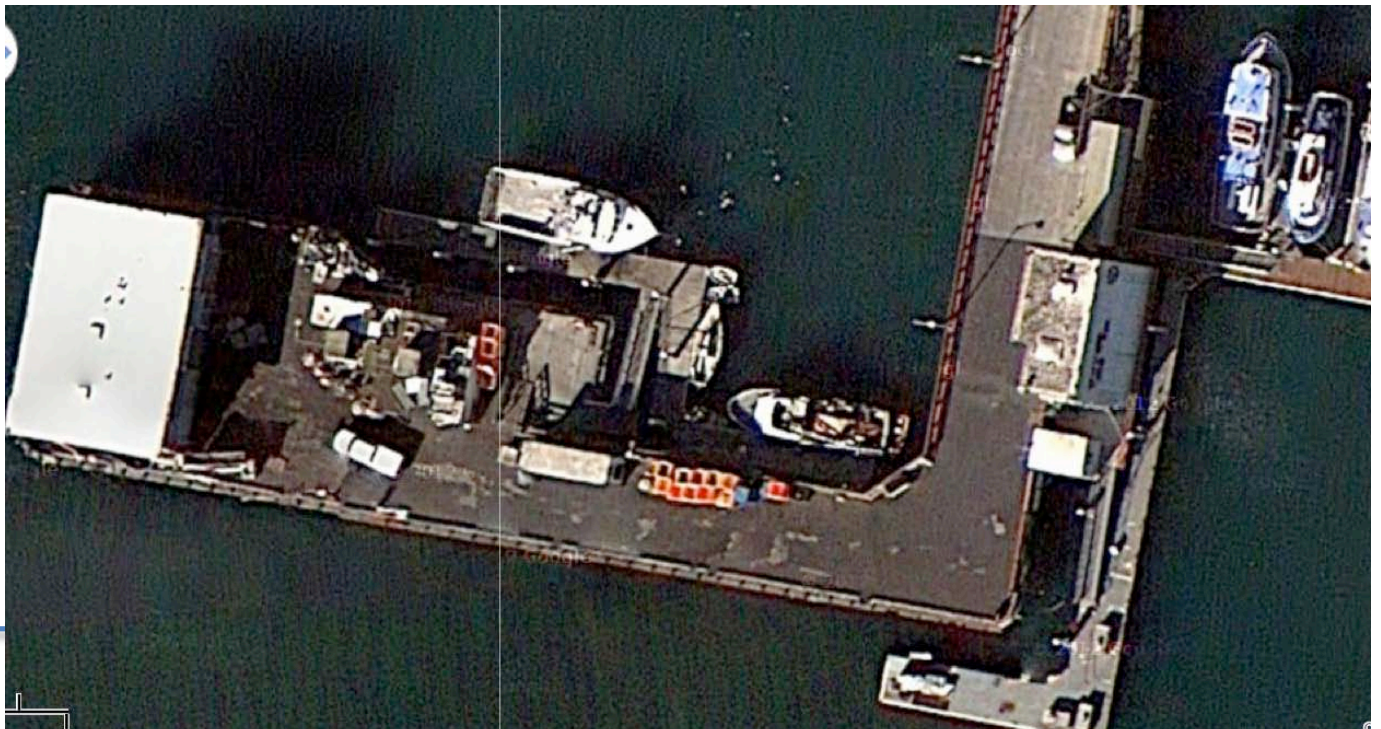
We are the fourth generation of a Princeton-by-the-Sea commercial fishing family and are current owners and operators of the successful fishing vessel *Moriah Lee*. We would like to create a brand new professionally operated unloading facility, which will focus on sustainability and traceability and be founded on the values of our historic family—honor, respect, integrity, and fairness.

We remain committed to our vision of a Pillar Point Harbor based business, that marries our deep connections to the honor and hard work that this Harbor was built on, with forward-thinking, sustainable minded and environmentally conscious business practices.

History shows that Johnson Pier has supported 4 fish buying stations in the past. We would like to operate a fourth, smaller location to operate as an un-loader and buyer for the local fleet. A fourth location will provide additional revenue to the harbor.

Location:

- We believe that there are several potential sites for a fourth location on the pier.
- Aerial photos from the San Mateo Harbor website, and Google Maps reflect large amount of space between the fish buyer's building and the work dock ramp.
- Currently within this space are 2 working freezers (Morning Star and Pillar Point) the rest of the space is non-operational, an eyesore, not maintained and not revenue generating.
- This space does not reflect a professional working harbor as has been identified as a Commission goal.





- Both photos also show a third freezer that is on the dock to the South, this is the Three Captains operational freezer.
- We are initially presenting 2 options for consideration, but are open to more possibilities.

Option 1-No Freezers on the dock. (See Attachment 1 and 2)

- Up and down the coast dock space is at a premium, therefore freezers are often located off of the pier, in parking lots etc. Moving the 3 working freezers off of Johnson Pier will free up 480 square feet of dock space.
- Freezers on the dock contribute to traffic and congestion, especially during busy seasons. Moving freezers off of the dock will reduce foot traffic and pick up truck traffic significantly.
- We estimate that moving the non-working freezers and broken buildings would at least double this available space.
- In this scenario, Bettencourt Fisheries would occupy (3) 8'x20' containers for office and working space for a total of 480 square feet of interior space

Option 2-No Freezers on the dock. (See Attachment 3 and 4)

- If it is necessary to keep freezers on the dock, there is still a significant amount of unused space in that area of the dock.
- In this scenario, Bettencourt Fisheries would occupy (2) 8'x20' containers for office and working space, for a total of 320 square feet of interior space

- In either of these possibilities, the gangway/walkway to the working dock would need to move from the North end to the South End
- Both possibilities would require power to buildings.
- Both options require positioning/cribbing. It appears that construction is underway to repair rotted cribbing under old structures, this would be a minor extension of that work.
- We request that all exterior spaces be equal between all 4 leaseholders
- We request storage spaces be striped and clearly marked.
- We request that vehicles other than forklifts are not allowed past the turn around point on the pier. This will allow all 4 leaseholders to operate more efficiently.
- We would like to work with the Harbor staff and/or commissioners to explore which of these options are most feasible based on other improvement plans that may be underway. We are also open to discussing other options that may be available to us.

Building:

- Our vision is for the building space to be portable 8'x20' container buildings, which would expedite permitting issues and avoid costly construction.
- Bettencourt Fisheries would be willing to fund the building(s) as part of our agreement with the harbor if other terms can be agreed upon.
- We can be operational with the same space that two 8x20 Freezers occupy as seen in Option 2. We would prefer Option 1, which would allow for an additional 8x20 space for our operation and be a more efficient use of the total space.
- We would intend to brand this building with the Bettencourt name.
- We would find a building without a restroom to be acceptable.

Hoist:

- We would request one new hoist be added, the hoist facility can be seen on the diagrams attached.
- Bettencourt Fisheries is willing to finance and facilitate the building of that hoist if other terms can be agreed upon.

Storage:

- We would request equal freezer space in the same location as the other 3 leaseholders.
- We request equal dock storage and parking lot storage as the other 3 leaseholders.
- We request that storage space be striped and clearly marked as to which areas are for which leaseholders.

Lease Rate & Term:

- We would expect to negotiate for a fair market value per square foot comparable to existing building's new leases the Harbor is executing, adjusted for amenities and capital investments as the new location is determined.
- Bettencourt Fisheries would pay all offloading and purchasing fees as set forth in other newly executed leases, as well as require any non-lessee buyers working with us to purchase a Commercial Activity Permit.
- We would request terms and conditions comparable to other leases within the space.
- We request a 5 year lease with (2) 5 yr options

Benefits:

We believe that all of the positive attributes recognized in our earlier application for a fish buying lease can be showcased in this new fourth location. As a reminder, benefits to the Harbor of Bettencourt Fisheries include:

- Guaranteed offload of groundfish caught under IFQ
- Access to offloading services for all vessels, regardless of the end buyer
- Increased marketing opportunities for vessels that may not have enough volume on their own to sell to larger markets.
- Accurate modern technology-based reporting for vessels and the Harbor, ensuring faster, more efficient payments to vessels as well as to the Harbor for offload fees.
- Compliance with all relevant regulations.
- Publicity and media coverage. As Geoff Bettencourt continues to champion sustainability and causes that benefit the future of West Coast fisheries, the Harbor will benefit through its association with Bettencourt Fisheries.

Conclusion

We sincerely hope that our interest and willingness to fund and facilitate the creation of a new 4th buying location is something that the Harbor is interested in pursuing. If so, we are open to whatever next steps are required to move the project forward.

ATTACHMENT 1

Morning Star
Three Captains
Pillar Point Seafood
Bettencourt

Storage Spaces
(striped for id)

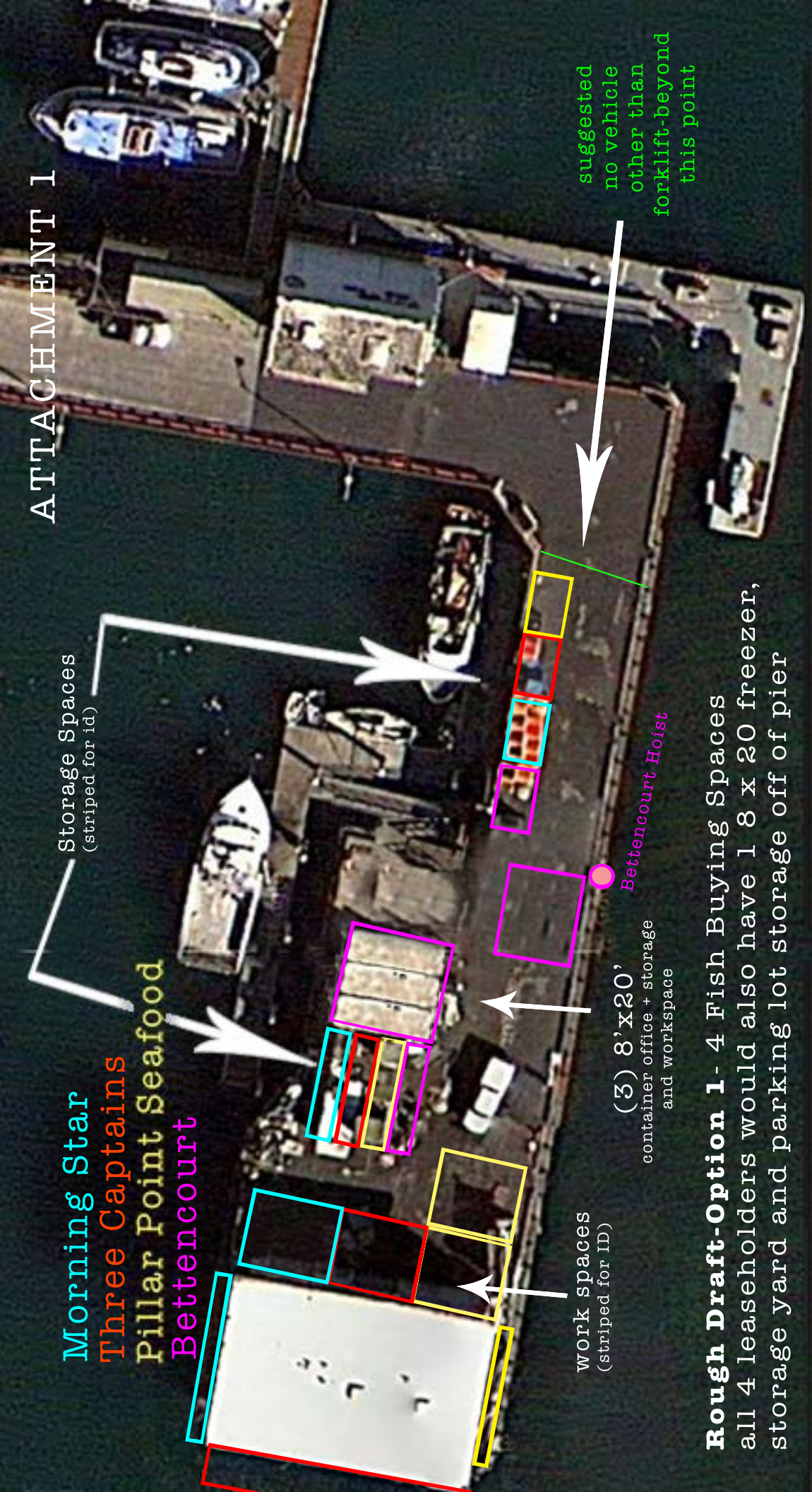
work spaces
(striped for ID)

(3) 8'x20'
container office + storage
and workspace

Bettencourt Hoist

suggested
no vehicle
other than
forklift-beyond
this point

Rough Draft-Option 1 - 4 Fish Buying Spaces
all 4 leaseholders would also have 1 8 x 20 freezer,
storage yard and parking lot storage off of pier



Attachment #2

Morning Star
Pillar Point Seafood
Three Captains
Bettencourt

additional
Storage Spaces
divided x 4
(striped for id)

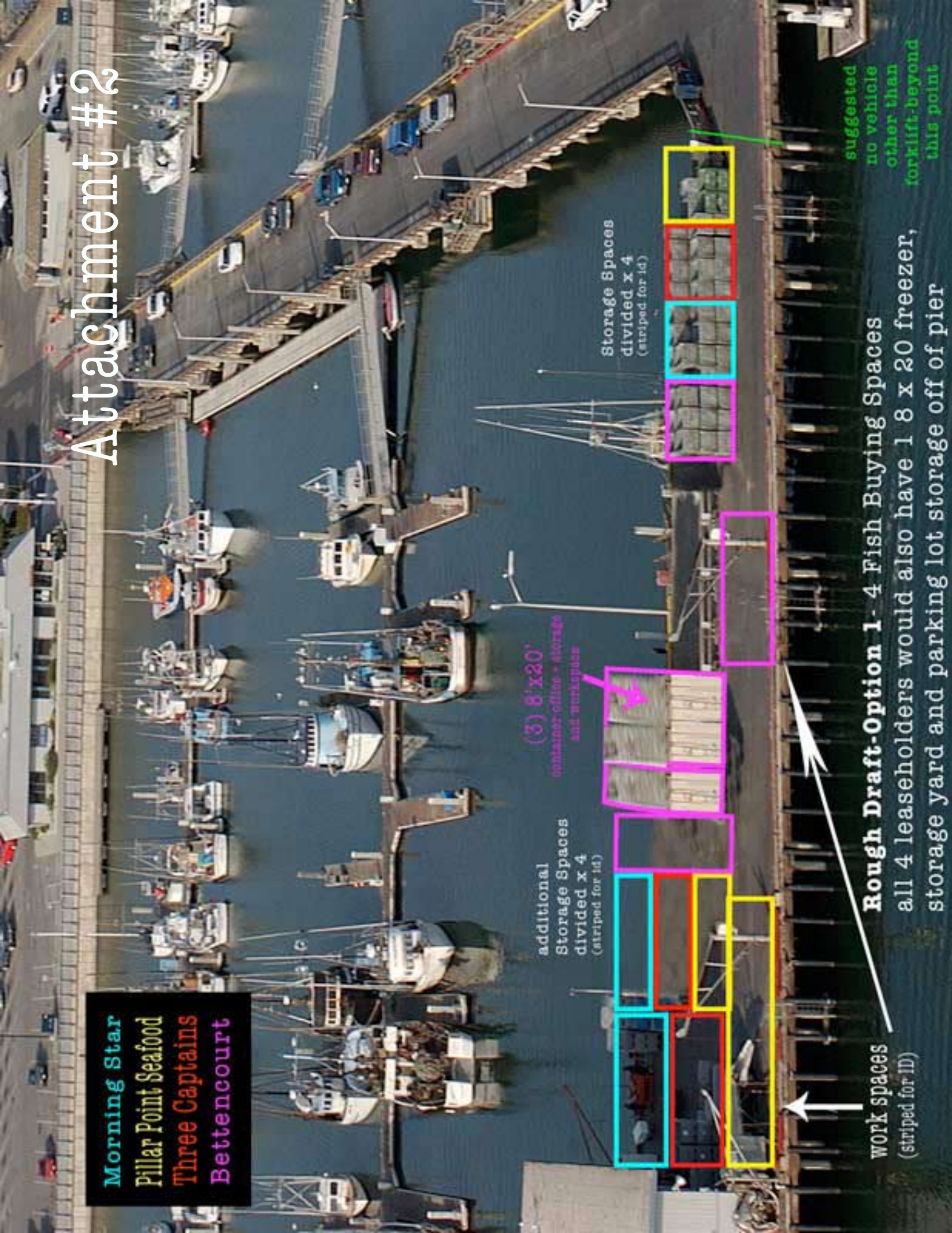
(3) 8' x 20'
container office - storage
and work area

Storage Spaces
divided x 4
(striped for id)

suggested
no vehicle
other than
forklift-beyond
this point

Rough Draft-Option 1 - 4 Fish Buying Spaces
all 4 leaseholders would also have 1 8 x 20 freezer,
storage yard and parking lot storage off of pier

work spaces
(striped for ID)



Attachment #3

Pillar Point freezer
in almost-current location

Morning Star freezer
in current location

(2) 8'x20'
container office + storage
and workspace

walkway moved
to other side of
work dock

Storage Spaces
(striped for ID)

Morning Star
Three Captains
Pillar Point Seafood
Bettencourt

suggested
no vehicle
other than
forklift-beyond
this point

work space
(striped for ID)

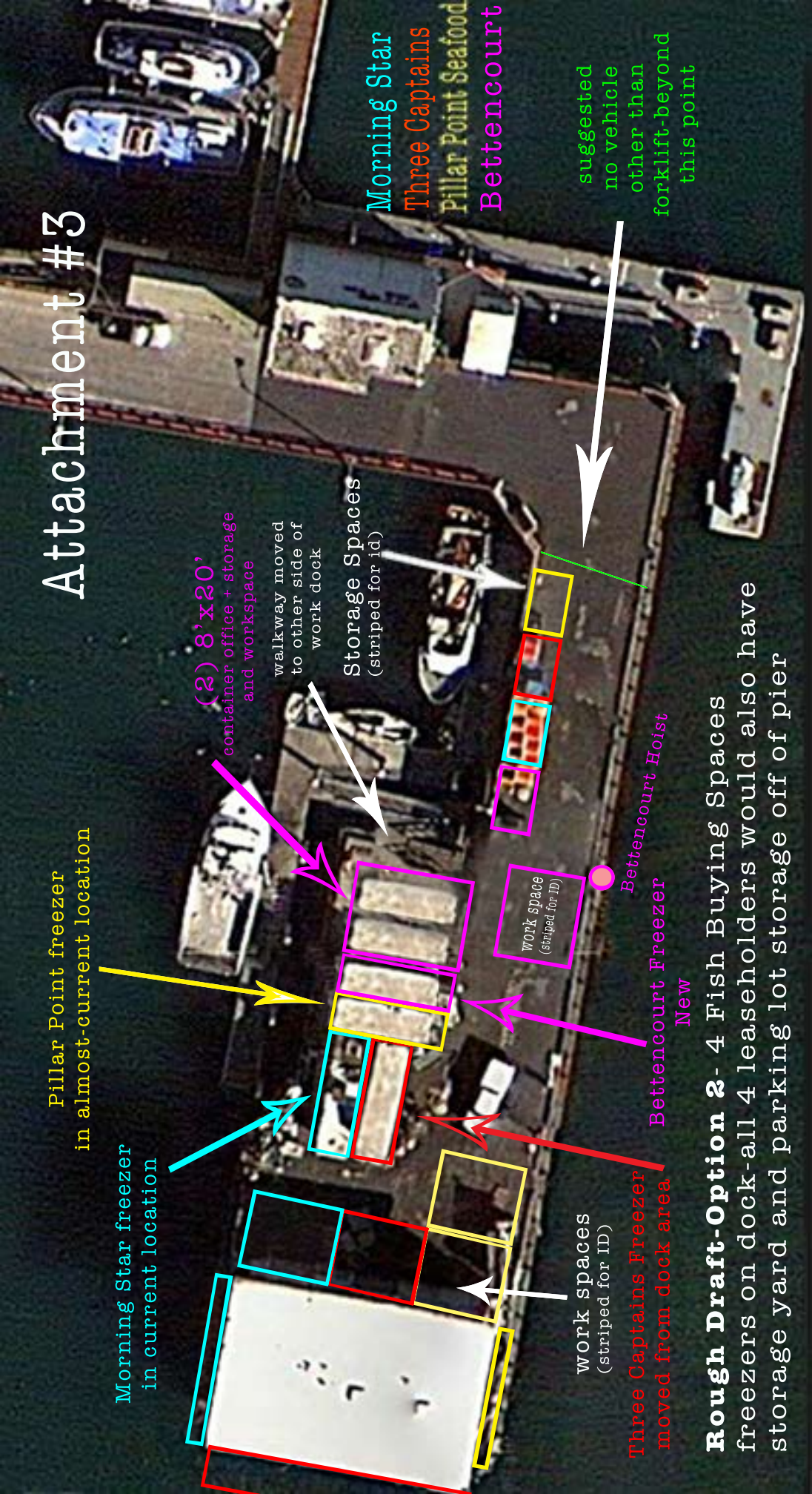
Bettencourt Hoist

Bettencourt Freezer
New

work spaces
(striped for ID)

Three Captains Freezer
moved from dock area.

Rough Draft-Option 3- 4 Fish Buyers would also have freezers on dock-all 4 leaseholders would also have storage yard and parking lot storage off of pier



Attachment #4

Morning Star
Pillar Point Seafood
Three Captains
Bettencourt

Pillar Point freezer
in almost-current location

Morning Star freezer
in current location

(2) 8' x 20'
Bettencourt
Freezer
container office + storage
and workspace

walkway moved
to other side of
work dock

Storage Spaces
divided x 4
(striped for id)

Three Captains Freezer
moved from dock area

work spaces
(striped for ID)

Rough Draft-Option 2- 4 Fish Buying Spaces
freezers on dock-all 4 leaseholders would also have
storage yard and parking lot storage off of pier

suggested
no vehicle
other than
forklift-beyond
this point

