

Three Captains' Sea Products
1 Johnson Pier
Princeton by the Sea

February 5, 2014

San Mateo Harbor District
1 Johnson Pier
Princeton by the Sea

To Harbor Commissioners:

Three Captains is the longest continuous business at the Pier and has been giving great service to boats since 1981. During the negotiation for the new lease, I had a meeting with the Harbor Manager, Peter Granelli about the disadvantages Three Captains' Sea Products had in regards to unloading compared to the two other buyers. He assured me that he would share that concern with the Harbor Commissioner and get back to me. At the next meeting with Peter Granelli, I was told that the Harbor Commissioners had visited the Pier and took my concern under consideration and said "it was a no brainer" and that they agreed to give me a new location for a second hoist, in a different place other than behind the building with no expense to the Harbor.

After the lease was signed, I was told I could start on the hoist. I had the galvanized hoist built to the standard which would improve the look of the Harbor. I also got the permit for the electricity and the hoist was ready to go. To my surprise, I was told to place the hoist on hold. This was not the first time I was told to put the hoist on hold. After receiving the go ahead, on three separate occasions I was told to put the work on hold.

The hoist was supposed to go up before the crab season and it is now 2 ½ months into crab season! When the second hoist was approved at the new location, I assured my boats that unloading would be easier, faster, safer and more convenient to them as it is currently a struggle. I was not able to keep my

promise to the boats. I am still on hold. It is not fair for anyone to be treated this way when there is a demand for unloading it is not a good business decision.

This has caused me a lot of mental stress, has been an inconvenience and loss of money. I have already put \$30,000 to \$35,000 into this hoist. I have not taken any legal action as of yet and I sincerely hope I won't be forced to do so.

The new hoist will expedite the unloading and will make the Harbor less congested and bring in more revenue. I request you remove the hold on the hoist and keep to the agreement we made.

Sincerely,

Larry Fortado

Three Captains' Sea Products