

December 15, 2020

Hello,

I am writing today to request consideration for rent relief for the continued duration of this pandemic and retroactively to the start of it in mid-March. I held off making the request really believing things would change and shift back to normal. That seems to have been a wishful pipe dream. I have tapped all lines of credit and drained all resources to prop up this seasonal business without bringing in the necessary revenue, and it has been stressful.

I did not even think to make this request earlier as I was unable to get an accurate picture of what was to ensue. The government kept providing hope in the tidbits of information being released, which, frankly, were misleading in retrospect. Governor Newsom indicated that this would be over sooner, but then each week or a month later he'd indicate it would be a short time more, instead of saying we'll be in this for a year or more.

The enduring effect of the government and local entities continuing to shut down viable operations partly or completely, has caused considerable and ongoing detriment to our business. The entire operation was closed for several months in the beginning of the pandemic. The notification to close suddenly allowed for no planning to wind down orders. We lost all perishable food and supplies that would expire as a result of not being able to use any of it. Refunds were processed for all of the pre-paid event functions and camps as customers and fearful parents demanded their monies be returned. Cities cancelled contracts outright on their own accord without consulting us. Our bank accounts dwindled to the lowest amount ever with absolutely no revenue to speak of. I took loans out to cover the continued expenses. I paid employees to do nothing because it certainly was felt this was not going to be going on for this long. Little did we all know that restaurants would bear the brunt of many demands including how to serve, how many to serve, how many to staff, how to clean, how to provide additional time off to employees and so on. The regulations and laws put in place each day and each month, further restricted our ability to generate the income needed to properly sustain a business. The current climate for restaurants/food service is dismal with each restrictive regulation creating a situation that eliminates the business's ability to succeed or that they'll even make it through to the end of this pandemic.

The park gates were locked until May so there were no customers in the park nor could we be open or allowed to operate at the location. The length of the closure was extended and we were not able to open operations. Restrictions continued to disallow boat rentals, classes and courses until mid-June (and that was cobbled together at the last minute). When that was finally clarified, we had to increase the amount of labor significantly outside of the normal range or percentages we would allocate to accommodate all of the local and state government mandates to run small group programs (meaning required more than necessary labor), to monitor the health and safety of guests, manage social distancing protocol and provide

additional cleaning procedures in the public restrooms, grounds, docks, kitchen, café patio and seating areas. We spent \$20,000 obtaining all of the outdoor wash sink locations, signage, PPE, cleaning supplies, chemicals, and specialty equipment to sanitize. All other costs involved in running a business including salaries, insurance, gas, electricity, water, sewer, internet, phone service, equipment rentals, equipment leases, gardeners, equipment maintenance contracts, marketing contracts, and POS system contracts all needed paying with or without revenue coming in. On top of that, we had to pay personal property taxes, sales taxes, business licenses, liquor and health permits and even the city's real property taxes.

All catering and teambuilding activities were eliminated completely causing a significant revenue decline. By mid-June we lost 70% of all revenue. The café operation has lost 83% revenue to date. This is operated as a service to the public in the park and we have abided by our contract with the city in all aspects. It would be better to completely have shut down operations completely than to have the deficit. Just to be clear, it took 69% labor cost, 36% food cost and then to pay overhead, credit card fees, taxes, insurance and rent on top of that obviously placed us in a negative cash flow situation. We can't sustain those type of costs.

Overall, we are at a 52% operational revenue loss.

Being a destination location, takeout is not a viable option. There are no picnic areas, it's cold, rainy and there's no indoor protection. We are far off the beaten path. Outdoor dining is closed indefinitely, again and now another stay at home order has been implemented keeping people away.

I am requesting a 50% rent abatement retroactively applied from March of this year (in the form of a future credit) until the end of this pandemic. Thank you for your kind consideration.

Sincerely,

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