

## CITY OF SANTA BARBARA WATERFRONT DEPARTMENT

### MEMORANDUM

**Date:** January 19, 2012  
**To:** Harbor Commission  
**From:** Scott Riedman, Waterfront Director  
**Subject:** **Business Services Report**

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#### **Request for Proposals / 132-B Harbor Way Offices**

The Department began advertising office space for lease at 132-B Harbor Way (second floor of the Chandlery Building) on September 28, 2011. The leasable area is approximately 734 square feet consisting of 5 offices approximately 100 square feet each (site plan attached). The offices are on the west side of the building, facing Leadbetter Point. The rent is currently \$1,985 per month (\$2.71 per square foot).

A Request for Proposals (RFP) was issued, indicating the business terms of a potential lease and that priority will be given to an ocean-related business per the Municipal Code and the Harbor Master Plan. Although sixteen inquiries were received, only one proposal was received by the January 9 deadline.

The proposal staff received suggests a dual use scenario involving two companies. One of the companies is called Club Travel, which assists in the sale of individual, family, and group cruise line vacations and in-port excursions. The other company is RepresentYou.com, a certified lawyer referral service that provides a free legal resource for any person who believes they need assistance with a legal issue.

After consultation with the RFP Committee (Commissioners Bantilan, Sloan and Spicer), it was decided to reject the proposal and continue advertising the office space for lease. The current lessee, the Chandlery, has given its 30-day notice to terminate effective January 31, 2012.

Attachment: Site Plan / 132-B Harbor Way