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**WATERFRONT DEPT.**

**Santa Barbara Fish Market Lease Proposal  
To: City of Santa Barbara Waterfront Department**

I. INTRODUCTION

The Santa Barbara Fish Market (SBFM) proposes to rent the 745 square foot offices at 129 Harbor Way. SBFM has been operating in the Harbor for over a decade. We provide fresh seafood to the community from our retail store in the Harbor and also supply over 80 restaurants and caterers in Santa Barbara and the surrounding areas. We provide a link between the ocean and the community as we unload and distribute the much of the fish caught at Santa Barbara Commercial Fishing Fleet. SBFM was established 11+ years ago in the Santa Barbara Harbor as a small one-person-run retail fish market (next to what was the Minnow Café). At this time, more than 30 people are working full and part-time at the Santa Barbara Fish Market.

SBFM currently has an office located at 117 Harbor Way Suite A. It is a small (approximately 300 square foot) area in the loft above the retail and wholesale processing and distribution area. SBFM currently has six administrative and sales coworkers on our team. Due to the present small and cramped office space, some have to work from home or in cramped spaces to make things "livable" at work for the rest of the team. Since employee welfare is a top priority for SBFM, making the workplace efficient and organized for our team is the main reason we have decided to move most of our administrative team to a larger and more suitable location.

II. BUSINESS CONCEPT

SBFM sells directly to the public, to restaurants, and to other wholesale seafood distributors. We buy the catch from many members of the Santa Barbara Commercial Fishing Community. Not only is SBFM a buyer and distributor of the catches of our commercial fishing fleet, but we represent them in any way they may need representation. We work *with* each other, and we work *for* each other. The lives of local fishermen and the local fisheries are naturally tied to our operation. We strive to better every condition relating to commercial fishing in our area. Unfortunately, our current office situation does not allow us to do more than is absolutely necessary for the fishing community. Our goal is to designate space, time, and effort in the new office to better represent the Santa Barbara fisheries.

The proposed space will be a location to work more closely with UC Santa Barbara's Marine Sciences, commercial fishermen, The California Seafood Council, and the Commercial Fishermen of Santa Barbara (CFSB). It will also be a place to work on materials and presentations to better educate the public about the current and historical local commercial and sport fishing, marine biology, and local sea life. This office space will help SBFM's dedication to support the concept of keeping the Santa Barbara Harbor a "working harbor" as put forth in the HMP (Harbor Master Plan).

**ATTACHMENT**

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### III. TERMS AND CONDITIONS

As a new tenant we are not planning to make any changes in the layout of the office space. The area will just require painting and cleaning. SBFM will be ready to occupy the space as of April 15, 2012. We propose the lease term to terminate on July 13, 2016, which is the same date that SBFM's current lease term at 117 Harbor Way #A will terminate. We would like to have an option to lease the space for an additional 5 years. SBFM proposes to pay a \$1,995.00 per month lease and \$110.00 utility surcharges per month. The proposed hours of operation are Monday to Friday 8am to 6pm. We would like to reserve the right for employees to stay overtime or come in early if needed. The premises will be used solely for administrative and office purposes.

### IV. APPLICANT/COMPANY INFORMATION

As a young company under a young ownership, SBFM has grown one step at a time. In the process, we have become an important part of the local business community. SBFM is currently employing 30 plus local individuals. SBFM is an "S" corporation owned by a single individual, Brian Colgate. He is the President and CEO of the company and also acts as the primary buyer and the General Manager of the company. SBFM was founded by Brian Colgate in 2001. He has 14+ years of experience in the seafood industry. He is dedicated to the continual improvement of the company and the marketing of seafood that the local fishing community offloads in the Harbor. These factors are a guaranty to SBFM's continued success and operation.

Laszlo Nemeth, the Controller, oversees the company's financial structure. Laszlo had 10 years of business experience in the upper management and bookkeeping of restaurants before he joined our team 2 years ago. He also assists Mr. Colgate in the overall running of the business. Our Sales Manager Janie Foley has over 20 years of experience in the business of selling fish and leads the Fish Market sales force. One of our two day-to-day Operation Managers is Adan Olivo. He is responsible for managing the majority of seafood processing. He has been with our company for nearly 10 years and has great knowledge of most everything that occurs within our business and the Harbor. Miguel Franko is another key operations manager, and has been with the Fish Market team for 4 years. Arber Nasi and James Fuller are the two inventory managers. They have been with us for ~3 years and have worked up to their current positions from being retail counter help. Saturnino Rivera holds the position of retail manager. He joined our team almost 1 year ago. His experience came from managing the seafood and meat department of Lazy Acres for over 10 years. These are just a few of the key employees integral to the daily operations of SBFM.

V. SBFM CONTACT INFORMATION

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Web: [www.sbfish.com](http://www.sbfish.com)

VI. BUSINESS REFERENCES

New Zealand Seafood Marketing  
4321 Boyle Avenue  
Vernon, CA 90058  
Phone: 323.584.2430 Fax: 323.584.2430

DiCarlo Seafood Company Inc.  
842 No. Pioneer Avenue  
Wilmington, CA 90744  
Phone: 310.830.3469 Fax: 310.830.1064

Ocean Crystal Seafood  
1960 SW Greenburg Road  
Tigard, OR 97223  
Phone: 503.684.0942 Fax: 503.684.4023

Unified Seafood Company  
556 Towne Avenue  
Los Angeles, CA 90013  
Phone: 213.623.7670 Fax: 213.683.8874

VII. FINANCIAL INFORMATION

A. **Financial Statement:** *See Attached*