



# CITY OF SANTA BARBARA

## COUNCIL AGENDA REPORT

**AGENDA DATE:** August 16, 2011

**TO:** Mayor and Councilmembers

**FROM:** Business Division, Waterfront Department

**SUBJECT:** Introduction Of Ordinance For A Lease With Seacoast Of Santa Barbara

### RECOMMENDATION:

That Council introduce and subsequently adopt, by reading of title only, An Ordinance of the Council of the City of Santa Barbara Approving a Five-Year Lease with One Five-Year Option with Seacoast of Santa Barbara Inc., for a 562-Square-Foot Yacht Brokerage Office at 125 Harbor Way, at an Initial Base Rent of \$1,817 Per Month, Effective September 21, 2011.

### DISCUSSION:

Seacoast of Santa Barbara, Inc. (Seacoast) has operated a yacht brokerage in Santa Barbara Harbor since approximately 1971. The current lease commenced in 2001 and expired in February 2011. The corporation is currently owned by Brian Coryat and Vicki Van Hook. The basic lease terms of the proposed lease are summarized as follows:

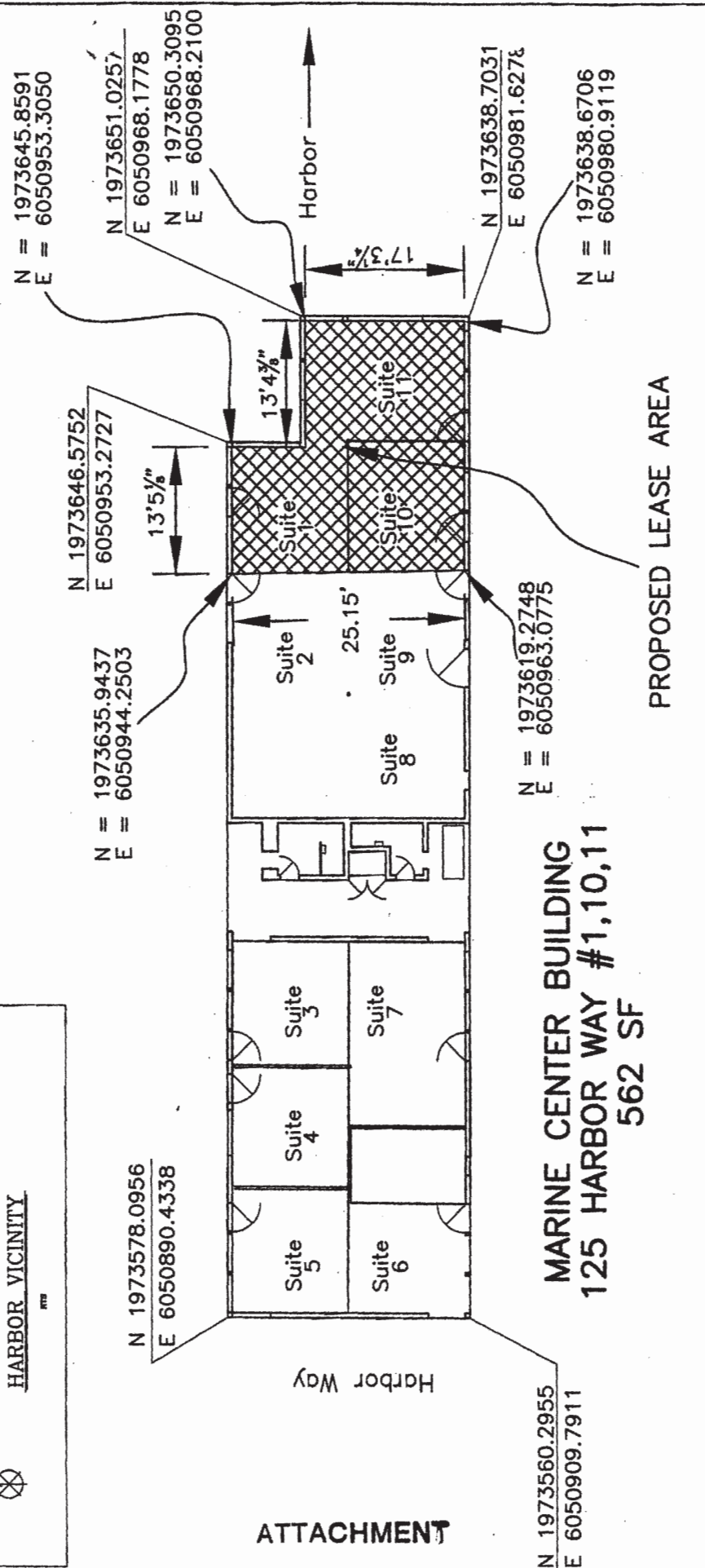
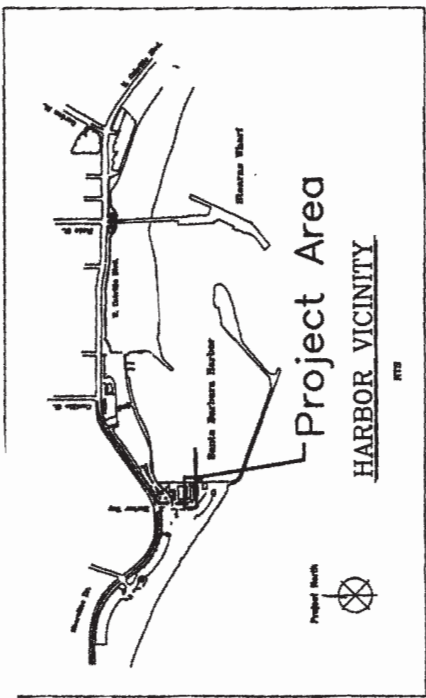
- **Term:** Five years, with one five-year option to extend
- **Base Rent:** \$1,817 per month, subject to annual Cost of Living increases
- **Percentage Rent:**
  - **10.5%** - Commissions and fees from boat brokerage activities and marine insurance commissions, marine maintenance services
  - **4.2%** - Sales of marine hardware, equipment and sails
  - **1.05%** - Sales of new and used boats, outboard motors and sea drives
- **Permitted Uses:** Office space for a full-service yacht sales and brokerage business, power and sailboat instruction, and boat leases for periods greater than one month
- **Personal Guaranty:** Since the lease is with a corporation, Brian Coryat signed the City's standard form personal guaranty.

The Harbor Commission recommended approval of the Seacoast lease at the July 21, 2011, meeting.

**ATTACHMENT:** Site Plan.

**PREPARED BY:** Scott Riedman, Interim Waterfront Director

**APPROVED BY:** City Administrator's Office



REVISIONS		Lease Area Exhibit A	
DATE	DESCRIPTION	PROJECT NO.	REVISION
01/04/01	1-11	125 HARBOR WAY #1,10,11	1260-019
		City of Santa Barbara	
		Waterfront Department	
		2 of 2	

