

UNLIMITED DRY DOCK & MOORING SERVICES, LLC

Ashford Ave. 1474, Suite 100
Condado, San Juan, Puerto Rico 00907

September 15th, 2013

Michelle Rivas
Administracion de Terrenos
Avenida Chardon 3rd Floor
San Juan, P.R.

**RE: ROOSEVELT ROADS COMMERCIAL MARINA PROPOSAL
REQUIREMENTS**

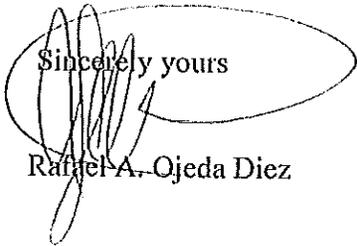
Dear Ms. Rivas:

Thanks for your call today regarding our proposal for services.

It appears that when Mr. Umpierre prepared the files for the proposal he failed to include the financial information of the corporation. As I mentioned to you our company's obligations are guaranteed by its shareholders, in this case Mr. Umpierre and me and we don't have financial statements prepared for the company. Since Mr. Umpierre is currently competing in the Triathlon World Championships in London England hence I can't access his financial information. Nonetheless enclosed please find my financial information including a Financial Statement, Copies of Doral Banks Account Statements, copies for Banco Popular's electronic account statements and of my personal investment accounts. As soon as Mr. Umpierre returns from London I will provide all his financial information to you.

I hope that the information provided is sufficient to complete our evaluation and respectfully request that the information provided is included as part of our proposal sent on August 30th.

Sincerely yours


Rafael A. Ojeda Diez

UNLIMITED DRY DOCK & MOORING SERVICES, LLC

Ashford Ave. 1474, Suite 100
Condado, San Juan, Puerto Rico 00907

August 30th, 2013

Malu Blazquez
Executive Director
Local Development Authority
400 Calle Calaf
PMB #456
San Juan, P.R. 00918-1314

**RE: ROOSEVELT ROADS COMMERCIAL MARINA PROPOSAL
REQUIREMENTS**

Dear Ms. Blazquez:

Unlimited Dry Dock & Mooring Services, LLC was incorporated in February 2012 for the operation and management of the American Boat Park dry docking facilities located in Fajardo, Puerto Rico. Our company is also in the business of installing and maintaining mooring fields and is in the process of executing several proposals for the installation of such facilities in and around the island of Puerto Rico. Our staff has more than thirty years of experience in the installation of mooring buoys. The two persons authorized to negotiate on behalf of the company are Pedro Umpierre Torregrosa, 787-347-7333 and Rafael Ojeda Diez, 787-728-4120.

Both principals of the company are experienced boat owners and operators with experience managing and operating a dry dock facility, two shopping centers, a legal office specializing in Real Estate transactions and land use, and a successful sports management company. Our company has seen the opportunity of operating the marina facilities located at the old Roosevelt Roads Military Base as a way of consolidating the dry dock operations and the installation of mooring fields as part of the operation of a full service commercial marina.

Enclosed please find our proposal along with the information requested in the RFP in hopes of being considered for the operation and management of the Marina facilities located in Ceiba.

Sincerely yours

Rafael A. Ojeda Diez

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PROPOSAL

The marina operation as it is being considered shall include the operation and rental of those slips located inside the marina facilities on a monthly basis including but not limited to several docks dedicated for short term slip rentals and transient vessels. We will also operate and maintain the launch ramp taking into consideration all kinds of vessels and also providing special pricing for area residents and fishermen which need the use of the facilities of the ramp for the operation of their vessels. Once the moorings are installed they would be rented to both seasonal users as well as transients on a daily and/or monthly basis. We will also strongly consider proposing and requesting the approval for the installation of more moorings and the creation of an Ecological Mooring Field which shall provide an area in the marina where customers can moor their boats for a lower price allowing us to attract more clients to the marina facilities and therefore create more revenue for the operation. We are also considering the installation of facilities and accommodations for dry storage of vessels inside the marina facilities and the establishment of operations for daily rentals of both small and big boats including kayaks and other man powered vessels.

Our company has the ability to implement all aspects necessary for the proper operation of the marina and the financial capacity necessary to make the capital improvements and maintain the marina facilities for the duration of the agreement. We also have the ability to obtain financing as

necessary even though we don't foresee the need to obtain outside funding for the capital improvements that need to be made to the facilities. We are also aware of the regulatory requirements and the permitting process and we also don't foresee any problems due to the fact that the marina facilities are already constructed and all we would need to start the operation is a use permit. Since one of our principals is an experienced land use attorney we don't expect any problems in obtaining those permits in an expedited manner.

OPERATION INFORMATION

We intend to operate the marina from a commercial standpoint and hope to attract daily tour and rental operations in order to increase the traffic in the marina in an attempt to attract tourists and day cruisers to the area. We also expect to attract charter operators to the area since we believe the the proximity to Vieques and Culebra make it an ideal place to develop charter operation to those unexplored islands. As it stands and after having inspected the marina facilities we don't see the need to provide any major upgrades to the docks themselves. We intend to fix and bring up to code the gasoline/diesel facilities in order to be able to establish a fuel dock in the marina not only for marina customers but also for other vessels in need of fuel. Since the proposal only allows for a 48 month operation we don't foresee the construction of a dry dock stacking facility. We also see limited areas for the construction of such facilities due to the fact that as established on Exhibit D, there is a big area of the marina were no excavation or construction can be performed. Nonetheless we intend to provide several areas around the marina for the dry storage of vessels in the green areas

located to the south and around the parking area. As mentioned before we would also like to create an Ecological Mooring Field in around the marina facilities to increase vessel capacity and provide more revenue to the operation. We also don't foresee the construction of bathroom facilities since we were able to observe existing facilities located to the north of the marina that could be upgraded and used to provide those services.

As to the construction for permanent offices, repair, shops, stores, and other permanent structures we intend to bring mobile structures to be used as stores and offices until permanent structures could be constructed. These structures allow us to start operating faster since no construction permits would be needed and if permanent structures are built in coordination with the LRA they could be removed fast without any damage to the marina property. We also intended to enter into negotiations with the LRA in order to be able to fix and occupy the structure located next to the marina where the old bar and restaurant used to be located and which we understand should have been included in the RFP due to the proximity to the Marina and the conditions of the structure that would allow for it to be fixed promptly and put into operation improving on the eyesore that the structure creates.

We do foresee the need to provide channel, markers and buoys for the entrance areas to the marina and to properly mark the dangerous areas surrounding the channel leading from the Caribbean Sea.

GENERAL MANAGEMENT AND OPERATING PLAN

o Rental Structure

1. Initial monthly rental payment of \$3,000.00 at the beginning of the marina.
2. Once fuel dock is operating the monthly rental shall increase to \$5,000.00.
3. If the proposed Ecological mooring filed is established depending on the amount of mooring buoys allowed and once the docks mentioned to be rented out to Disney are included in the operation monthly rental shall increase to \$7,000.00.

o Description of Services

1. Storage and custody of vessels.
2. Fueling facilities.
3. Parking
4. Maintain vigilant security watch of the Marina, boats, and public/staff safety.
5. Dry storage facilities on areas to be designated inside the marina property.
6. Crane and/or finger services to set in and retrieve boats using the ramp.
7. Boat cleaning and maintenance.
8. Electrical and water connections
9. Rental of kayaks and other man powered vessels
10. Maintain navigational channel and docking areas. Contact Army Corps of Engineers for assistance as needed.

11. Make periodic inspections of boats, piers, docks, and waterfront areas.
12. Perform daily maintenance including litter removal, emptying trash cans, cleaning bathrooms, and cleaning piers.
13. Assist boaters with docking and departing the Marina, enter transactions in computerized Point of Service (POS) and rental reservation system, and collect user fees.
14. Schedule boat slip reservations. Respond to VHF radio calls.
15. Monitor and enforce all pleasure boat and commercial boat licenses. Ensure license compliance including payment of fees, updating of insurance, and Coast Guard documentation.

o **Proposed Rates:**

1. Charges boat slips will depend on the size of the vessel. The minimum price will be \$300.00 and the maximum price would be \$1,000.00 (considering vessels up to 70 feet) for monthly rentals. This is around \$0.50 per foot per day based on a monthly rental.
2. Daily rates will be charged at \$1.00 per foot per day without hookup fee. An additional hookup fee will be charged once electrical and water charges are incurred in the operation of the marina and an average consumption can be determined.
3. Dry storage will depend on the size of the vessel and would be charged at \$5.00 per foot per month.
4. Launch ramp charges would be \$45.00 per launch of vessel. Special rates for Ceiba and Fajardo residents will be available

upon proof of residence. We would also consider a special rate for local fishermen who use the facilities on a regular basis.

5. Mooring Fees base rate would be \$25.00 per day.

o **Staff:**

1. The facilities in the beginning would create 7 to 9 jobs including security, dock master, assistant dock master and fuel pump operator. Once the marina operations grow and if the Ecological Mooring Field is allowed this number shall grow exponentially.

2. Personnel Organization

- Dock master
- Assistant Dock master

2 Part-Time Positions

- Marina Assistant II 1-2 Seasonal Positions
- Marina Assistant I 1-2 Seasonal Positions
- Marina Attendant 1 Seasonal Position

o Financial Information: See Attachments