



BELLWETHER
FINANCIAL GROUP

May 14, 2021

Mat Miller
Chief Real Estate Officer
County of Orange
Hall of Administration-3rd Floor
Santa Ana, CA. 92701-4062

Dear Mat,

The purpose of this communication is to provide written notice of DPHP Drystack's intent to increase dry storage rates at Embarcadero at Dana Point Harbor.

On an annual basis, we review the dry storage regional market. In general, there are only three dry storage facilities and two competitors: Dana Point RV and Boat Storage (off of Stonehill) averaging \$11/foot and Newport Dunes Marina averaging \$13/foot.

Although Embarcadero services, facilities, location, and overall offering is superior to the other dry storage options, we intend to increase our rates to \$12/foot for all sizes, taking the average of the other two.

The rate increase would be communicated to tenants by 6/15/21 and go into effect on 9/1/21. We anticipate feedback from our tenants as any increase will typically cause and prepared for some tenants to consider terminating their lease with us and seek alternative storage options.

We thank you for your support and should you have any questions, please let us know.

Regards,

Joe Ueberroth

CC. James Campbell, Zoila Finch and Stacy Blackwood