Reviewed for Code Compliance
Inspections Division
Approved with Conditions

Date: 08/20/13

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June 18, 2013

Mr. Stephen Weatherhead
Winton Scott Architects
5 Milk Street
Portland ME 04101

RE: Marketing update – Marine related uses – Merrill's Wharf

Dear Steve,

Pursuant to your recent request, attached please find information regarding our extensive marketing efforts to marine-related users for the property owned by Waterfront Maine at 254-258 Commercial Street in Portland Maine. In addition to the information provided herein, our efforts have included:

- Multiple interviews with media outlets regarding availability of spaces and special pricing for marine-related uses. These interviews have resulted in newspaper articles with the Portland Press Herald, The Forecaster and Bangor Daily News highlighting the availability of marine spaces at Merrill's Wharf.

- We have sent mailers to marine-users with businesses along the Portland and South Portland waterfronts. We have followed up with phone calls to those users.

- We have made proactive lease proposals to organizations such as Friends of Casco Bay and the Maine Island Trail Association in an effort to pull marine-users to this property.

- We have had showings and interest from some marine-uses, but they have found that the infrastructure of the property does not meet their requirements. For instance, Chase Leavitt looked at the property, but needed direct access loading dock doors, which were not available.

- We have marketed the property on craigslist, loopnet and mainecpe and highlighted the availability of marine spaces at discounted rates.

Please see attached information and let us know if you need any additional details.

Sincerely,

DREW SIGFRIDSON, SIOR DEREK MILLER