



Foreside

Real Estate Management, Inc

April 6, 2015

Ann Machado
Zoning Specialist-City of Portland
389 Congress Street
Portland, ME 04101

Re: 252-254 Commercial Street/Merrill's Warf -041-A-16, 017, & 018 – WCZ Water Front Central Zone

Dear Ann:

Per our meeting on Wednesday March 25, 2015, I am providing you with the detailed information you requested to reconsider your denial as a prospective marine tenant at 252-254 Commercial Street dated March 17, 2015. The primary reasons Foreside should be considered a Marine Related Business are as follows:

- Diamond Cove Homeowners Association is Foreside's largest client making up more than \$370,000 per year in revenue.
- Foreside dedicates 30% of its staff to the island.
- Demands of the island require that Foreside provides 24 hour a day, 365 day a year staffing on-site.
- Foreside is responsible for maintaining all of the facilities, roads, water treatment plant and other infrastructure.
- Foreside employees receive all shipments, packages and mail from the US Postal Service and distribute to homeowners.
- Foreside employees provide ground transportation for all residents and guests.
- Foreside employees act as first responders for the island, driving the ambulance and fire truck provided by the City of Portland.
- Foreside employees will receive all commercial shipments at the barge dock and deliver accordingly. This dock is leased to the City of Portland by the Association.
- Foreside helps to facilitate the Diamond Cove summer camp and pays the employees that manage it.
- Foreside manages and maintains the pier and docks of Diamond Cove which are owned by the Association.

One of the challenges the island community faces is finding subcontractors to do the work needed to maintain such a large community. Foreside manages all of the maintenance employees and subcontractors working on the island. Having an office with berthing space will allow our managers, employees and vendors to access the island with short notice and carry the materials needed.



In closing, I would like to point out that there are other businesses which have been approved as "marine related" that are currently managing property that is a significantly smaller scale than Great Diamond Island. For example, The Prentice Organization is the owner of The Chebeague Island Inn. The inn has 21 rooms compared to managing half of an island that consists of 200+ acres.

I believe that after further review you will agree that Foreside Real Estate Management will qualify as a marine related business. We look forward to hearing from you about your decision and I am available by email if you have any follow-up questions.

Yours Truly,



Jeff Martin
President
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