

**Revenue Projections for Arroyo Burro Beach Restaurant and Jalama Store Concession Proposals**

<b>Arroyo Burro Beach Restaurant</b>						
Proposer	Current Rent as Percentage of Gross Sales	Proposed Rent as Percentage of Gross Sales	Projected Aggregate Revenue Over 10-Year Term of Current Lease	Projected Aggregate Revenue Over 10-Year Term of Proposed Lease	Projected Increased Revenue Over 10-Year Term of Proposed Lease vs. Current Lease	Proposed Capital Improvements
1. Iraj Bozorgmehr (current concessionaire)	6.5%	10%	\$1,832,000	\$2,818,500	\$986,500	\$213,840 in improvements over 10-year timeframe \$450,000 - \$550,000 in improvements over 30-year timeframe
2. Dave Kellams (The Mesa Café & Cody's Café in Santa Barbara)	N/A	8%	N/A	\$2,254,800	\$422,800	\$135,000 in improvements (to be done as quickly as possible, depending on required permitting & Health Department requirements)
3. Tom White (Santa Barbara Shellfish Co./The FisHouse Restaurant in Santa Barbara)	N/A	10% on first \$3.8 million in sales, at which point the rent goes to 11.4%	N/A	\$3,410,000	\$1,578,000	\$575,000 in improvements to be completed within 90 days
4. James Wilson (Airport Concessions Group, Inc.)	N/A	8% - 10%	N/A	\$2,536,600	\$704,600	\$250,000 - \$1,000,000 in improvements (to be completed in 8 - 9 months)
5. Jerome Bohnett (Brophy Brothers' Restaurant - Santa Barbara; The Big Yellow House - Summerland)	N/A	9% on first \$275,000 in sales per month, at which point the rent goes to 11%	N/A	\$2,677,500	\$845,500	\$1,000,000 in improvements (to be completed in approximately one year)
6. John Lambe (John Lambe Construction in Santa Barbara)	N/A	9%	N/A	\$2,536,600	\$704,600	\$300,000 - \$400,000 in improvements (to be completed within two years)
7. Cat Cora (Celebrity Chef) - C2 Restaurant Group LLC in Santa Barbara	N/A	8%	N/A	\$2,254,800	\$422,800	\$1,000,000 - \$1,250,000 in improvements (to be completed within five years)
<b>Jalama Store</b>						
1. Donald, Kathleen, and Steven Eittrheim (current concessionaire)	6.0%	8%	\$485,000	\$646,000	\$161,000	Short-term improvements (nominal costs) Long-term improvements for reconstructed facility (\$750,000 - \$1,000,000)