



January 12, 2022

Aaron Fisch, Senior Real Estate Coordinator
City of St. Petersburg
PO Box 2842
St. Petersburg, FL 33731-2842

RE: 2586 8th Ave. S. property, "Lot 16" of Prather's Third Royal Lot

Dear Aaron,

It was a pleasure speaking with you in December about the City-owned property located at 2586 8th Ave. S. Since March 2021 we have discussed the possibility of Bama purchasing this property to allow our future expansion on the East. Please accept this letter as Bama's more formal request to purchase this parcel.

Bama's History in St. Petersburg

Bama was founded in 1979 in Bayou La Batre, Alabama. We started as a processor and distributor of fresh and frozen shrimp. By the late 80's we owned and operated multiple facilities around the Gulf Coast. In 1990 we established a presence here in St. Petersburg at the Pinellas Seafood facility in Bayboro next to the Coast Guard station. We unloaded millions of pounds of seafood at that property, continually employing over 200 people onsite.

In 2000 our current facility at 756 28th St. S. became available for sale. Purchasing this property was an easy decision because we were the largest customer of the existing cold storage facility operating on the property and we required more frozen cold storage to fuel our continued growth. The City was supportive of the move because we would be bringing over 200 jobs into the Dome Industrial Park which was a point of focus in the City's economic development plans.

From 2000 through 2006 Bama consolidated the operations of our other plants into this facility. We have made significant, continuous improvements to this building over the last 22 years, mostly driven by the continually expanding food safety standards we are held to by our customers. We consider ourselves to be an important "local" business, even though our market reach is international. Most of our employees live in St. Petersburg, less than 5 miles from our facility.

We take pride in the fact that the products we pack here in St. Petersburg are sold to some of the most reputable customers in the US food chain, including Costco, Publix, US Foods, Sysco Foodservice, HelloFresh, Home Chef and the United States Military. All of Bama's seafood products are best-in-class, exceeding the specification of those packed by our competitors. This focus on quality is what drives the "Bama Family" every day. We hope that the City of St. Petersburg is as proud of Bama and our products as we are proud to operate in this great City!

The Vacated Neighborhood To Our East

Over the last 22 years safety and security have been the biggest concerns for us here at this facility. We've had a \$40,000 refrigeration condenser stolen from the back of our building, frozen product stolen from our freezers and our buildings have been vandalized more times than we can count. We have steadily employed increasing security and surveillance to better secure our property and assets here.

Most of the homes in the neighborhood to our East have been vacated over the last 15 years. We hoped that the crime in area would go down. Unfortunately the crime has continued. In 2019 a man was shot on 7th Ave. S, just to the East of our property. Vehicles and boats are frequently dumped on the vacant parcels in the old neighborhood. Many of these vehicles are occupied by homeless people. There are another half dozen homeless folks who live in the overgrown vegetation on these vacant properties. We believe that the reason this has persisted is that absentee investors are purchasing these properties and simply holding them to take advantage of a favorable real estate market with none of the "stakeholder interest" that we have.

Bama's Expansion Plan

We have already purchased Lots 14 and 15. These two lots stick out in the neighborhood because they are well-kept and free of homeless people or vacated vehicles. **Our next goal is to purchase lot 16 from the City of St. Petersburg. Then we plan to purchase Lot 17, and finally lots 12 and 13. Once these lots are purchased we would extend our campus to the East,** installing a chain-link fence and security monitoring. Until all of these lots are purchased we will continue maintaining the vacant properties as we have with lots 14 and 15.

I have already met with the City regarding vacating the 7th Ave. and 8th Ave. sections that would be subsumed within our expanded campus line. There are details left to iron out, but I believe that we can get it done. **Lots 12-17, coupled with these vacated roads, will allow for either the expansion of our 100k sq.ft. plant footprint to the East, or the addition of a separate, freestanding warehouse facility to support our continued growth.**

If we can successfully purchase lots 12, 13, 16 and 17 Bama's property would meet the edge of the City's Commerce Park properties, Lots 11 and 18. Even if we are not able to purchase lots 12, 13 and/or 17, the addition of the City's Lot 16 would help us with our plans – we would only need to adjust the size of the project accordingly.

Bama's Sanitation Dock

Bama's sanitation dock on the Northeast end of our property line has been a steady topic of discussion in the ever-expanding Warehouse Arts District. We appreciate the City's support over the last year as we have worked towards solutions that mitigate the smell to our neighbors while allowing us to operate this facility with the sanitation support that is required. The following measures have already been employed:

- The City has provided a repaired compactor with a working drain which has helped us control the smell
- Bama has diverted more sanitation resources to keep the sanitation dock clean
- Bama has worked to ensure that the sump and pump on the dock are working properly
- Most recently, Bama installed a commercial deodorizing system on the sanitation dock that automatically sprays deodorizer at set intervals throughout the day. While this solution is costly due to the steady use of commercial deodorizer in 55 gallon drums, it has drastically reduced the smell on the dock.

One final measure that we are considering is a separate structure to house our compactor. We have building plans for this structure and have submitted them to a steel structure fabricator for pricing. Our hope is that the deodorizer system will continue doing its job through the summer when it is harder to combat the smell. If it cannot keep up in the summer we will pursue the enclosure at an estimated cost of \$35,000.

Bama's Offer for Lot 16

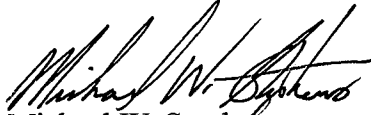
In March 2021 we first expressed our interest in Lot 16 to the City. Since then we have incurred significant expense in mitigating the smell around our property, thereby facilitating further redevelopment within Dome Industrial Park. We will continue doing this because we are stakeholders in this community and we try to be a good neighbor.

We understand that there are many investors watching properties like Lot 16 and vying to take advantage of the current upward volatility in the real estate market. However, we are hopeful and confident that you will see the value in Bama purchasing this property instead of an absentee investor.

We believe that Lot 16 is presently worth \$45,000. As such, Bama hereby offers the City \$10,000 for Lot 16 and we expressly agree to continue mitigating the smell from our sanitation dock, thereby supporting the emerging property uses in Dome Industrial Park. This mitigation strategy includes continuing to deodorize the area and, if this deodorizing system does not successfully control the smell come Summer 2022 (the smell is worse with the summer heat), building an enclosed structure around the compactor. The deodorizing system costs about \$900/month (based on the cost of deodorizer per 55 gallon drum), while the enclosed structure will cost about \$35,000. Either way, we reach the \$45,000 of value for the property with our offer.

Thank you for the opportunity to purchase this property. We value our role in St. Petersburg as a job-creator and we look forward to the further expansion of our 28th Street South facility.

Sincerely,

A handwritten signature in black ink, appearing to read "Michael W. Stephens". The signature is fluid and cursive, with a large initial "M" and "S".

Michael W. Stephens
CEO & General Counsel

Brian Jackson

Brian Jackson
Plant Manager & General Contractor