



Mr. Steve McGrath, Harbor Manager
3950 Avila Beach Drive, Box 249
Avila Beach, CA 93424

October 6, 2014

RE: Harbor Terrace Proposal

Dear Mr. McGrath,

Thank you for the opportunity to present our proposal for the Harbor Terrace Development at Avila Beach, CA.

Red Tail Acquisitions understands that Harbor Terrace is truly a one-of-a-kind legacy coastal project with tremendous untapped potential. With a location that is unparalleled, this development lends itself to a creative, top quality project with a wide mix of recreational uses that cater to a broad range of interests and groups.

Harbor Terrace is also a complex and highly technical project from the entitlement process (through California Coastal Commission, the CEQA process, and the County), to the complexities of grading, site work, environmental sensitivities and public access.

The team at Red Tail Acquisitions together with Highway West Vacations and Redwood Construction was carefully and intentionally assembled for the purpose of not only solving these challenges but more importantly, for making the most of every opportunity. By focusing on designing and installing innovative and valuable green attributes, we can produce a top quality, "net positive" project that the Port San Luis Harbor District, its stakeholders, and the public as a whole can be proud of.

We look forward to the opportunity to meet in person to introduce our team, present our project ideas, and show why Red Tail Acquisitions is the best choice for Harbor Terrace.

Sincerely,

Red Tail Acquisitions, LLC



Benton Ketel, Managing Partner