

**MOUNTAIN HOSPITALITY CORPORATION**  
**THREE GARRET MOUNTAIN PLAZA, SUITE 402**  
**WEST PATERSON, NEW JERSEY 07424**

April 18, 1995

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Mr. Richard Graves  
President  
**RICHARD GRAVES & ASSOCIATES**  
1000 S.E. 4th Street, Suite 224  
Fort Lauderdale, Florida 33301

**Re: Lincoln Harbor Yacht Club**  
**Marketing and Operational Consulting**

Dear Dick:

I would like to take a moment to express my personal gratitude to you as well as that of Bob Lieb and Marshall Tycher of Starbore. When we took over this project last year as court appointed receiver, we had a tiger by the tail. Occupancy was low, control over the slips and marina was non-existent and rates were all over the map with several cockamamie deals made by the previous owner/manager.

Since you came on board last September, I have seen your dedication, hard work and long hours devoted to LHYC. Now, I see the extraordinary results that you have single-handedly produced:

- ◆ 67 Winter Storage Contracts booked between September 7 and October 15, 1994
- ◆ 85 Season '95 Contracts generating \$360,000 booked prior to the start of the season
- ◆ The Annual Genmar Family Boat Show April 27, 1995 through April 30, 1995
- ◆ The Annual New York Yacht Show May 4 through May 7, 1995
- ◆ Development of additional Market Segments - The Float Plan, Monthly Rentals, Weekly Rentals
- ◆ A 40% savings in needed capital improvements by skillfully negotiating all contracts
- ◆ A superior form of Slip Leasing Contract and accompanying Rules and Regulations
- ◆ Written Policy and Procedure Manuals including job descriptions
- ◆ Positive and cooperative business, community and government relationships which had been previously very negative
- ◆ Goodwill with the Marina Guests which was formerly non-existent
- ◆ Enhanced the operation with the addition of cable tv, business services, valet laundry, concierge services, and a line of signature apparel
- ◆ Effected significant operational cost savings by renegotiating all service contracts; security, waste removal, utilities to name a few
- ◆ Reduced payroll cost by operating efficiently and providing one-on-one training

In addition to the above, you can certainly take pride in the team you have assembled to take us through the 1995 Summer Season. They have all followed your good example by preparing the docks, equipment, clubhouse and systems for what promises to be a banner year for LHYC.

Dick, thank you for a job well done to date. All of us at MHC will be watching for more good things to come from Dick Graves and the LHYC team!

Best personal regards,

  
Gregory A. Gilfoil  
President

cc: L. Robert Lieb  
Gravesp,lr