

November 17, 2022

Via U.S. First-Class

Rob Compton
100 Alden Street, Unit 310
Provincetown, Massachusetts 02657

Re: Notice of Concierge Fee Increase

Dear Sir or Madam:

As you know, Provincetown HoldCo, LLC (“HoldCo”) acquired Seashore Point – Deaconess, Inc.’s interests in the Seashore Point – Deaconess Condominium in November 2019. Since then, HoldCo and its affiliate Seashore Pointe Service Co., LLC (collectively “Seashore HoldCo”) have provided services to the Condominium residents as contemplated by the governing documents of the Condominium and the Unit Owners individually negotiated Resident Service Agreements. Those services include 24-hour security and concierge service, dining services, social and wellness programs, an on-site hair salon, and transportation.

Since assuming responsibility for these services, Seashore HoldCo has not increased the Monthly Concierge Fee. At the same time Seashore HoldCo’s costs have increased exponentially. In addition to the more recent spike in costs resulting from inflation, labor shortages, and material costs, Seashore HoldCo has also had to absorb the costs of enhanced health and safety measures incurred in order to continue to provide these services to the Condominium residents throughout the COVID-19 pandemic. This has meant that Seashore HoldCo has operated at a loss each year since acquiring its interests in the Condominium. Consequently, in order to continue to provide this level of high-quality services at the Condominium and make up for the significant losses over the past several years, Seashore HoldCo will be increasing all residents’ Monthly Concierge Fees effective **January 1, 2023**. Enclosed, with this letter, is a schedule reflecting your Unit’s individual fee increase.

Seashore HoldCo understands that this notice may not be welcome news for some Unit Owners. Alternatively, Seashore HoldCo would be willing to sell its Service Units to the Unit Owners. Specifically, Seashore HoldCo would sell Service Unit Nos. [RS-B-1, , RS-B-3,RS-B-4,RS-B-5,, , RS-1-3,RS-1-4,RS-1-5,RS-1-6,RS-2-2,RS-2-3,RS-2-4,RS-2-5,RS-2-6,RS-2-7,RS-2-8,RS-2-9,RS-3-1,RS-3-2,RS-3-3,RS-3-4,RS-3-5,RS-3-6,RS-3-7,RS-3-8 ,SA-B-1,SA-B-2]to the Condominium Trustees in exchange for:

- \$700,000;
- Vote of the Unit Owners, as required by G.L. 183A, § 19, to remove Service Units No. RS-B-1, RS-1-1, and RS-2-1(Commercial Kitchen Only not the dining

room); Condominium Units No. RH-1-1, SN-B-1, SN-B-2, SN-1-1; and the Indoor Garage Unit, from the Condominium; and

- Grant of an appurtenant easement to allow Seashore HoldCo to access the Condominium Common Areas in order to access those Units which will be removed from the Condominium.

The proposal benefits all parties. First, by purchasing all of the Service Units except Service Unit No. RS-B-1, RS-1-1, and RS-2-1 (Commercial Kitchen Only, not the dining room) the Unit Owners can control the type of services provided to Unit Owners, the costs of those services, and the manner in which they are provided so that those services are more responsive to the actual needs of the community. For example, the Monthly Concierge Fee paid by all residents includes the costs for Seashore HoldCo to provide three meals per day to all residents. However, currently only 11 residents regularly partake of the offered dining services. Second, although the exact amount will vary depending on each Unit Owner's respective beneficial interest in the Condominium, the \$700,000 purchase price will only cost each individual Unit Owner approximately \$8,500. (The enclosure reflects your Unit's estimated share of the total purchase price). That is approximately what Unit Owners currently pay for one year of services under the Resident Services Agreement – which amount will be increasing as of January 1, 2023. The Unit Owners' acquisition of the Service Units eliminates that Monthly Concierge Fee on a going-forward basis. Finally, by removing Service Unit No. RS-B-1, RS-1-1, and RS-2-1; Condominium Units No. RH-1-1, SN-B-1, SN-B-2, SN-1-1; and the Indoor Garage Unit, from the Condominium, the Residential Unit Owners will have control over the Board of Trustees and the governance of the Condominium.

If the Unit Owners would like to discuss this proposal further, Seashore HoldCo suggests that the Trustees propose a date to meet at which time the parties can discuss the specifics of any deal in greater detail. In the event that Seashore HoldCo does not hear from the Unit Owners and/or the Trustees within **45** days of the date of this letter, then Seashore HoldCo will assume that the Unit Owners are not interested in acquiring the Service Units, the new Concierge Fee highlighted in your attached unit owner document will be effective **January 1, 2023** and plans to pursue selling these Service Units on the open market to an alternative vendor will commence.

Sincerely,

Ben Berkowitz

Provincetown Hold Co
10 Cabot Place
Stoughton, MA 02072

SCHEDULE OF CONCIERGE FEES EFFECTIVE JANUARY 1, 2023

STUDIO	\$500.00
1 BEDROOM	\$600.00
2 BEDROOM	\$700.00