-------- Original Message --------
**Subject:** Bid for Raymond Beach
**Date:** Tue, 26 Feb 2013 08:56:22 -0800
**From:** mike tarantino <tarantino_mike@hotmail.com>
**To:** <danielle.loring@raymondmaine.org>

Hello Danielle,

Nice to speak with you today. As requested, this email contains some of my ideas for Raymond beach. If the town feels a business like mine is a good fit then I will be glad to send you a more formal reply to your RFP.

Company history:

I have been in the water sports business since 1999 and for the last 10 years operated my own high volume location on Cape Cod. Six years ago we added a satellite location in Provincetown Ma. After retiring from the Life Science industry I have committed to growing my organization. Last year we very successfully added Hampton Beach Parasail and Jet Ski. Our sales are poised to break the 1 million dollar mark this year.

My Resume:

I managed the Largest parasail company in the world in St. Thomas, USVI from 2000-2004

Owned Dennis and Provincetown parasail from 2003-Present

Territory Manager for BioExpress, 2006-2010

Bachelor Degree in Psychology from Endicott college with an emphasis in Business Admin.

A more formal resume and references are available upon request.

Raymond beach Operating plan:

If awarded the Raymond Beach contract we could commit assets to the area opening June 15th -Labor day. A six passenger parasailing boat would be put on site. It could be hauled out on a trailer and left in the lot over night. During the day it would be giving rides, tied to the dock in the most out of the way position possible or left on a day anchor, returning to the dock to "touch and go" dropping off or picking up customers. Jet ski's could be added for guided tours only, not for rental as the fact that we don't like to business model of sending jet ski's out unsupervised. Banana boat rides could be offered, 6 passengers at a time being towed by a jet ski (jet drives are safer than propellers). Non motorized water sports could be offered as well including Stand Up Paddle boards, kayaks, etc.

Compliance with Marine Safety Patrol, USCG, State law and town ordinances would be observed and may influence the types of activities offered. All equipment would be purchased new or nearly new. The parasail boat was completely refitted in 2010, is 28' long and 8.5 feet wide drawing about 3 feet of water. It has new, state of the art Mercruiser gas motor, complete with catalytic converter and an

exhaust noise reduction system for the least emissions and noise possible.

A mobile office would be required. Perhaps a small shed or a modified box trailer. Electric hook up would be necessary as well as phone lines.

Conditions: My company is prepared to meet all of the conditions set forth in the RFP with the exception of beginning operation on Memorial Day weekend. We would not be prepared to operate yearly until June 15th.

Management: The GM for this site would be onsite personally from 6/15-Labor day. He is a seasoned professional with 17 years of Water sports and site management experience. References and Resume available upon request.

Concerns: At this moment my concerns are if the areas market would support a business of this size and parking restraints of the parking lot.

Conclusion:

I understand that the scope of this business is far greater than what's been attempted on this site in the past. If the demographic's work I'd be willing to invest the necessary funds to put this site into operation. My main concern is if City Council feels that this is a good fit for the town and the site. This proposal may be beyond the scope of what the city feels is appropriate. One thing is for sure, activities of this kind will put this beach on the map and be a "must do" for anyone visiting the area!

I look forward to your reply.

Sincerely,

Mike Tarantino
Dennis Parasail and Jet Ski
508-789-0715