

# AVILA LIGHTHOUSE SUITES

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A PLACE THAT INSPIRES

September 27, 2021

Kristen Stout  
Business Manager  
Port San Luis Harbor District  
3950 Avila Beach Dr./PO Box 249  
Avila Beach, CA 93424  
(805) 595-5413  
[kristens@portsanluis.com](mailto:kristens@portsanluis.com)

Dear Kristen:

We value the ongoing relationship of Avila Lighthouse Suites and the Port San Luis Harbor District, and look forward to a continued partnership through 2022 and in future years.

Please see enclosed license proposal and feel free to contact me at 805-627-1900 should you have any questions.

Sincerely,

*Tina Palmer*

Sales & Event Manager  
[tinap@avilalighhousesuites.com](mailto:tinap@avilalighhousesuites.com)  
Avila Lighthouse Suites  
P.O. Box 516  
Avila Beach, CA 93424  
805-627-1900

Enclosure

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PROPOSAL BETWEEN:

Port San Luis Harbor District  
3950 Avila Beach Dr./PO Box 249  
Avila Beach, CA 93424  
(805) 595-5413

AND

Avila Lighthouse Suites  
P.O. Box 516  
Avila Beach, CA 93424  
805-627-1900

**MISSION STATEMENT:**

Promote a contagious spirit of hospitality, enriching the lives of our employees, our guests and community one experience at a time.

**COMPANY VALUES:**

Leadership  
Empowerment  
Authentic  
Distinction  
+Humm

**PROPOSAL FOR CONTINUED BUSINESS:**

The Avila Lighthouse Suites is a business that frequently licenses with the Port San Luis Harbor District for beach permits which we extend for our brides and grooms for their wedding ceremony. Our team of skilled individuals execute an organized set-up and take down of the beach event, within the permitted hours.

- The Avila Lighthouse Suites will annually pay \$292 for the non-refundable application fee
- The Avila Lighthouse Suites will additionally pay \$250 per permit issued for Beach Wedding Ceremonies for groups 25 people and larger and \$175 per permit issued for Beach Wedding Ceremonies for group of 25 people and less.

**LOCATION OF SERVICES & HOURS OF OPERATION:**

The Avila Lighthouse Suites has always and asks to continue setting up wedding ceremonies west of the Avila Beach Pier during the hours of 11am-6pm PST.

**VALUE OF AVILA LIGHTHOUSE SUITES WEDDINGS:**

The Avila Lighthouse Suites has been conducting Wedding Ceremonies on the beach since 2006, and is currently managed by a sales team with 30 years of combined experience. Our hotel and events attract guests who are seeking a relaxing and elegant experience. We pride ourselves in being family friendly, and ensuring our events are not bothersome to our guests or the Avila community.

Avila Lighthouse Suites operates at an average of 76% occupancy, bringing 15,000 thousand room nights to our town. With an average of 3 guests per room, this is

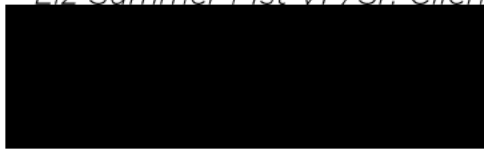
approximately 45 thousand visitors to Avila Beach on an annual basis. Groups, events and weddings account for a substantial portion of this total.

***The Avila Lighthouse Suites is eager to continue our neighborly partnership with the Port San Luis Harbor District and believe the terms of this proposal are mutually beneficial for both parties. We are willing to discuss these terms and answer any questions the Port San Luis Harbor District may have.***

**BUSINESS REFERENCES:**

*Pacific Premier*

*Liz Summer / 1st VP/Sr. Client Relationship Manager*



*SLO Baked*

*Vanessa O'Connor / Owner Operator*



*Chef's Table Catering*

*Mike & Becky Foley / Owners Operators*



